

FEBRUARY 11, 1956

# THE NATIONAL *Provisioner*

Leading Publication in the Meat Packing and Allied Industries Since 1891

## HOW BIG IS TOMORROW?

We are in an era of expansion that sometimes overwhelms us. More goods, more services are being consumed than ever before. In the packing industry, and particularly in the sausage kitchen, this expansion is expressed not so much in the higher per capita consumption as in improvement of product, packaging and merchandising.

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Tomorrow is as big as we, working together, make it.

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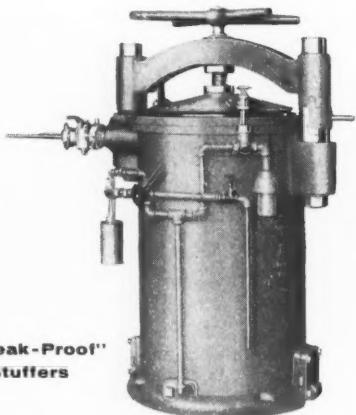
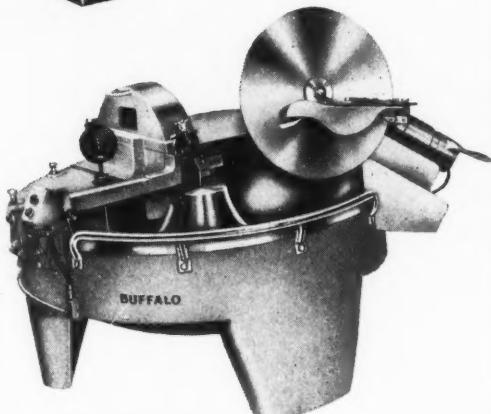
# THE MOST COMPLETE LINE



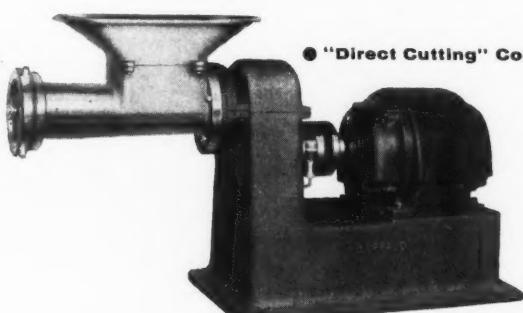
Buffalo offers you the greatest selection of sausage machinery. That's why Buffalo's representatives can ...and do...recommend the best type and size of machine for your specific need.

## STANDARD AND VACUUM MIXERS

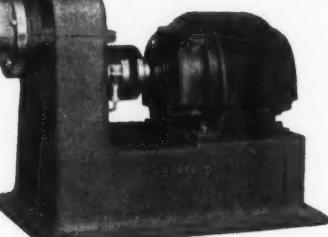
The shape and arrangement of paddles in a Buffalo mixer assures that the meat, cure and spice will mix uniformly. A better sausage results. The Buffalo vacuum mixer eliminates air, puts 20% more meat in every casing, increases yield and gives better curing qualities.



• "Leak-Proof" Stuffers



• "Direct Cutting" Converters



• "Cool Cutting" Grinders



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Most Complete Line  
Best Service

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HERE!

Cut Costly Smokehouse Time!—Eliminate Slow, Low Temperature Pre-conditioning to Develop Color—Speed Meat into 160°-170° F. Heat—Increase Output!



## With Griffith's REGAL (Sodium Ascorbate) SEASONINGS



For the Perfect Combination—  
The Flavor PLUS the Color You  
Want—Use PRAGUE POWDER

(Made or for use under U.S. Pat. Nos.  
2054623, 2054624, 2054625, 2054626.)

A sensational formula, successful for years as a color stabilizer, Griffith's REGAL SEASONINGS break the smokehouse bottleneck *at the chopper!* Complies with B.A.I. Meat Inspection Memorandum 194. Combines:—(1) Your choice of an ever-uniform blend of Griffith's *Solublized* Seasonings... with... (2) Griffith's SODIUM ASCORBATE, which goes to work in the chopper to check oxidation and stabilize sausage color. Speeds processing—increases salability of the product.

See our representative, or write now for details about this safe, quick-acting formula. Packed in handy batch-size bags.

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as thousands  
choose

**CANNON**  
**DICED**  
**RED SWEET PEPPERS**

APPROX.  
DRAINED WGT.  
5 LBS. 3 OZS.



NET WEIGHT  
6 LBS. 8 OZS.

H. P. CANNON & SON, INC.  
BRIDGEVILLE, DEL.

APPROX.  
DRAINED WGT.  
6 LBS. 8 OZS.

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BRIDGEVILLE, DEL.

APPROX.  
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6 LBS. 8 OZS.

Leading meat packers the country over choose Cannon Diced Red Sweet Peppers. They choose them because they are the quality brand, packed fresh from the fields when they are red-ripe, uniformly diced, crisp, economical, and an extra heavy pack—and ready to use right from the can. You can depend on Cannon Peppers to make your meat products look, taste, and sell better. For quality peppers, follow the example of smart packers. Choose Cannon Diced Red Sweet Peppers.

**Cannon H. P. CANNON & SON, INC.**

Since 1881

Main Office and Factory: Bridgeville, Delaware

CANNED FOODS

THE NATIONAL



# Provisioner

VOLUME 134 FEBRUARY 11, 1956 NUMBER 6

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## EDITORIAL STAFF

EDWARD R. SWEM, Vice President and Editor  
 GREGORY PIETRASZEK, Technical Editor  
 BETTY STEVENS, Associate Editor  
 GUST HILL, Market Editor  
 ALICE ROPCHAN, Assistant Editor

## ADVERTISING DEPARTMENT

15 W. Huron St., Chicago 10, Ill.  
 Telephone: Whitehall 4-3380

JEFFERSON E. ALDRICH, Director of Sales and Advertising

FRANK N. DAVIS CHARLES W. REYNOLDS

JUNE F. MARKEY, Production Manager

ROBERT T. WALKER and GARDINER L. WINKLE,  
 New York Representatives

18 E. 41st St. (17) Tel. LExington 2-9092, 2-9093

West Coast Representatives: McDONALD-THOMPSON

San Francisco: 625 Market St., (5)  
 YUKon 6-0647

Los Angeles: 3727 W. 6th St., (5)  
 DUnkirk 7-5391

Seattle: 1008 Western Ave., (4)

Denver: 222 Colo. Natl. Bank Bldg., (2)

Houston: 3217 Montrose Blvd., (8)

Dallas: 5526 Dyer St., (6)

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THOMAS McERLEAN, Chairman of the Board  
 LESTER I. NORTON, President  
 A. W. VOORHEES, Secretary

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# News and Views

THE NATIONAL

## PROVISIONER

VOL. 134 No. 6

FEBRUARY 11, 1956

### Come the Front Way

After saying that we believe that the standards of meat inspection, and the minimum requirements for meat product quality, are too low in many states and localities (through either legislative or enforcement deficiencies) we still insist that these faults should be corrected by local, state or cooperative state-federal action rather than by a back-door attempt to impose optimum standards as a condition for qualifying for the service of a federal grader to decide that a carcass has the physical characteristics—conformation, fat covering, color, marbling, etc.—to place it as Choice, Good or Commercial.

We believe that in this case the USDA meat grading service proposes to use questionable means to achieve an end which, although perhaps theoretically desirable, should properly be left to the decision of the people of the states or communities in which the intrastate plants operate.

We find equally objectionable the attempt to legislate by administrative regulation in the matter of meat grade terms. If Congress had wished to attempt to create a government monopoly in the use of "Prime," "Choice" and other grade names, it would have done so in the law passed recently. Even did Congress desire to do so, however, we do not believe that the government can pre-empt for itself these common English words which have been in use throughout the meat industry for many decades.

In both instances we believe that the grading service is trying to bring in through the back door ideas which should be faced and accepted or rejected at the front.

**Three Conventions** of large industry groups next week will trace progress of the past year and try to point the way to better profits in 1956. Opening first will be the annual meeting of the Meat Packers' Council of Canada, set for February 13-15 at the Chateau Frontenac, Quebec City, Quebec. Across the continent at San Francisco, WSMPA's tenth anniversary convention will open February 14 at the Sheraton-Palace Hotel and run through February 16. A late addition to the WSMPA speakers' list reported last week in THE NATIONAL PROVISIONER is Chris E. Finkbeiner, president of Little Rock Packing Co., Little Rock, Ark., and NIMPA president. He will be a member of the panel at the sausage and prepackaging session set for Wednesday afternoon, February 15. WSMPA will wind up the convention with a tenth birthday party Thursday evening at the Surf Club.

The San Francisco spotlight then will swing to another segment of the industry as the Pacific Coast Renderers Association opens its two-day convention Friday, February 17, at the Hotel Mark Hopkins. Problems of plant odor control, trading rules, promoting new uses for animal by-products and the proposed tallow futures market will be among topics discussed. Speakers will include Richard B. Mortimer, president of both the Pacific Coast group and the National Renderers Association; E. A. Herrgott, chairman of the trading rules committee; Ralph Van Hoven, first vice president of the NRA; S. A. McMurray, director of the fats and oils department of Merrill Lynch, Pierce, Fenner & Beane; John M. von Bergen, director, industrial application, Airkem, Inc., and Robert J. Fleming, a director of the NRA. This convention also will end with a social affair Saturday evening.

**Formation Of Another** state packer organization, the Washington State Meat Packers Association, Inc., was announced this week. The association has opened offices at 15214 74th ave. S., Seattle. Sam Miller of Miller Packing Co., Seattle, was elected general chairman and chairman of the board, and John Fischer, Fischer Packing Co., Issaquah, was named board secretary at the first meeting of the group. Purpose of the association is to "promote better meat and meat products and to initiate legislation affecting the meat industry."

**Shipment Of** certain prepared meats and meat food products in interstate commerce without net weight markings would be permitted by a joint resolution (H. J. Res. 496) introduced in Congress by Rep. Abbott (D-Va.). The exemption would be allowed upon certification by the Secretary of Agriculture that net weight marking at the time of packaging might be misleading at the time of sale of the product because of shrinkage or involve economic waste through duplication of effort in the weighing of individual units of variable weights. The measure would require a legend on such packages, stating that the products should be weighed when offered for sale to the consumer.

**Price Supports** would be returned to 90 per cent of parity, boosting subsidy payments by \$175,000,000 in the first year, under the farm program agreed to Wednesday by the Senate Agriculture Committee. Total cost of the program, including soil bank payments, would exceed \$1,100,000,000. A special \$250,000,000 fund would be provided for the USDA to buy perishable products, notably pork and beef, to help bolster prices. Senator Humphrey (D-Minn.) also unveiled an incentive payment plan to get farmers to market their hogs at lighter weights, thus curtailing pork production. To farmers who market their hogs at 200 lbs., he would pay a \$3 per cwt. premium if the market price is less than 80 per cent of parity.

## A Packaging Feature



PHOTOGRAPH of full color ad in the Chicago Tribune introducing the package line showing the ways in which the butcher block-brick and lower case "agar" design is employed on containers.

## Agar Needed a New Package Dress—And Had One Tailor-Made to Fit the Firm's Measurements



PRESIDENT Roy F. Melchior of Agar (right), and John R. Bradley, vice president, view display of smoked meats in their new dress.

**A** PACKAGE is like a woman's dress; it can lose much of its effective appeal if it is no longer stylish, or if it has become worn through protracted use.

Management of Agar Packing Co., Chicago, headed by Roy F. Melchior, president and John R. Bradley, vice president, decided that their package design had fallen into the category of the old dress. It lacked the brevity and color impact desired in modern packages for motivating impulse sales.

In deciding to buy a "new dress," management established standards which the new design would have to meet. The new design would have to be suitable for a wide variety of 40 pork products, ranging from sliced bacon to canned ham. It would have to be applicable and effective on the large smoked ham package as well as on the 12-oz. luncheon meat can. On each of these, it should be clearly recognizable at reasonable distances. It should be identifiable by the shopper as she moved through the aisles of the food mart.

The image and colors selected would have to be capable of reproduction in full colors on a wide range of materials, from tin to waxboard.

The image must be original and distinct so as to be registerable as a trademark, and yet be sufficiently flexible to lend itself to TV, newspaper, billboard, point-of-sale and truck panel advertising.

The colors and image should be warm and appealing. They should be capable of creating and maintaining a distinct family package identity for the Agar products.

It had to fulfill these basic requirements economically.

There were two additional requirements upon which Melchior insisted. The overall design must be distinctively meatish in connotation and should not suggest any other product or commodity. Furthermore, it must reflect the corporate continuity of the firm. Founded in 1871, the company prides itself on being the oldest and largest single pork plant in the nation.

After determining the requirements for the new design,

Agar enlisted the aid of one of its major packaging suppliers, the Marathon Corporation. Robert Putman, art director, and Donald C. Wallis, package designer, both of Marathon, made several preliminary drawings and presented them to Agar's management for approval. With relatively minor revisions, the initial design was approved.

For its picture element, the design has a meat cutting block. This simple design feature fulfills two of the basic requirements. It associates the product with meat, as the block is a piece of equipment which shoppers have seen in a retail meat store. At the same time, the butcher block is reminiscent of days gone by. It is frequently used as a prop in reconstructed butcher shops of the 1900 era. The block links the new with the old.

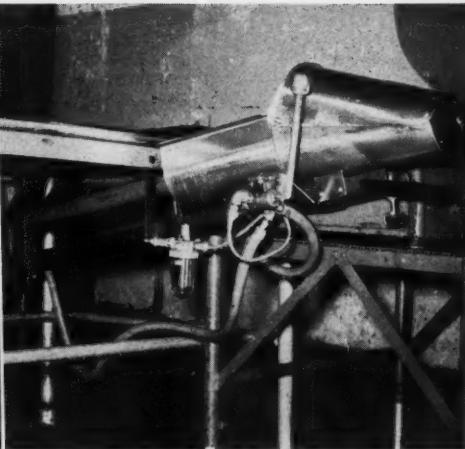
The use of red as the color and line drawings give the block striking appearance. Shown on top of the white of the block is the brand name, Agar, in bold black letters.

The simplicity of the four letter word enhanced its value as a trademark. The new brand name directly as-  
(Continued on page 36)

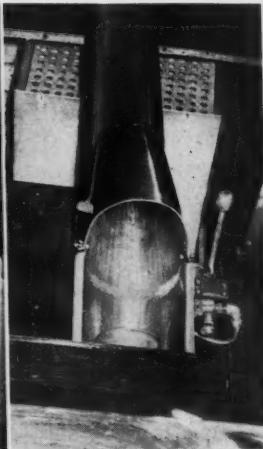
## A Packaging Feature



1. HAM drops into position for stuffing.



2. INCLINED, under-table piston furnishes push.



3. PISTON head just visible.

## Five Case 650 Bone-in Hams Per Hour

**A** NEBRASKA processor using a new machine to package up to 650 smoked bone-in hams per hour in cellulose casings has been able to streamline the whole ham packaging cycle. He reports that the method eliminates product lifting, substitutes air for hand pressure and drastically lowers casing damage and costs.

Light weight cellulose casings are employed to show the product to full advantage with no unwrapping for consumer inspection at the retail level. Casings can be printed in four colors, if needed, to carry brand and packer identification.

A conventional plant operation works about as follows: One operator places the ham in a hinged mouth stuffing horn, while another places

the casing on the horn. The first operator then pushes the ham into the casing and two other operators make the second ties. Such production averages approximately 150 hams per hour. It was decided this operation could be improved.

The Visking Corporation furnished the initial suggestion for adopting a pneumatic press in the packaging cycle. Re-engineering developed a machine with a horizontally-inclined piston.

The new Wrightway stuffer, has been in use for the past six months at the Nebraska plant. It permits the packaging of hams without any need for lifting them into the stuffer. An air activated plunger pushes the product into the casing.

The machine has an inclined piston

which is mounted underneath the table (see Photo 2).

In operation, one operator slides the ham, from which the stockinette has been removed, from the table directly into the feed trough of the machine. The piston head is at the back of the feed trough holding the ham in place (see Photo 3). The feed trough is placed beneath the table top just far enough to permit the ham to fall into correct position (see Photo 1). The feed trough is welded to the hinged stuffing horn. Two operators, in an alternating cycle, place the wetted Zephyr (first end-tied) casings on the discharge end of the horn (see Photo 4). Machine capacities of 650 pieces per hour are beyond the capacity of one placing operator.

As the operator slides the ham into

4. TWO casing placers are necessary to keep up with the stuffing operation.

5. PACKAGED product will slide down the chute onto the second tie table.

6. TWO second tiers are required to keep pace with the output of the new machine.



# VACUUM PACK

AND OTHER FOODS WITH

SLICED LUNCHEON MEATS

Guaranteed **SEALING**

**Fast operating CAMPBELL  
Wrapper seals in flavor,  
freshness and color...with**

*Less than 2%  
package "Leakers"*



**DRASTIC SAVINGS IN PACKAGING MATERIALS  
AND LABOR ACTUALLY PAY FOR MACHINE  
IN FOUR TO SIX MONTHS TIME!**

Amazing, but true—and field proven by America's leading packers. Automatic, the machine requires only one person for push-button operation. And, savings up to 65% on wrapping materials alone are effected because wrapper tightly hugs the product—requires no costly bags, double wraps or large overlaps to insure *guaranteed* positive sealing.

**High Speed Production**—Sharply increased production effects further savings, too. Continuous feed, double vacuum head machine produces 40 to 70 units per minute—dependent upon wrap materials used. Single head machine—20 units and up.

**Get The Facts Today**—Learn about this revolutionary, new VACUUM PACK Wrapper—how and why its "leak-proof" packaging production can be *guaranteed*. Write for full particulars.



- 98% of packages positively sealed—guaranteed
- Eliminates shrinkage and color loss
- Tremendous savings in materials and labor
- 40 to 70 units per minute—double head
- Reduces spoilage—extends shelf life
- Increases sales appeal—wins new customers

Vacuum-wraps, table-ready  
meats, bacon, loaves,  
potties and other self-service  
foods of various size and shape in attractive  
eye appealing, sales  
stimulating packages.

## Guarantee

It is hereby guaranteed that out of every 100 units Vacuum-packed on a CAMPBELL Vacuum Pack Meat and Food Wrapper in regular production service—98% or more will be positively sealed against leakage at sealing areas of heat-sealing wrapping material used for the package.

HUDSON-SHARP MACHINE CO. • GREEN BAY • WIS

**Campbell**  
WRAPPER

HUDSON-SHARP MACHINE CO. • GREEN BAY • WIS

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Write for catalog on your company letterhead.

position with one hand, he activates the stuffing piston with the other. Operated from a 50 psi. house air line, the piston pushes the ham into the casing with gentle pressure. The even pressure of the piston as it forces the ham into the casing accounts for a low percentage of casing breakage—about 1 per cent. (Whole bone-in hams may be stuffed with either the shank or butt end first.)

In hand stuffing the ham frequently is pushed with force sufficient to damage the casing. Hand stuffing operation places the product in the casing with sudden impact whereas the machine does it with a steady forward stroke.

As the piston moves the ham into the casing, the casing threader holds

the neck end to assure a tight fit. Vent holes in the casing permit air to escape as the product moves forward (see Photo 4).

The packaged ham slides off the takeaway chute onto the second tie table. As the ham is positioned by the piston against the holding pressure of the threader, the meat always fits tightly against the bottom of the casing. Since the second tying workers do not force the ham to the bottom, the neck of the casing has been shortened by approximately 2 in., which lowers casing cost (see Photo 5). Two second tiers are required to keep pace with the machine output.

The new technique employs five workers to turn out approximately 650 hams per hour, or 130 hams per

man-hour, as contrasted with the older four employe setup producing 150 hams or 37.5 hams per man-hour.

The new casings are available in sizes to handle regular and short shank smoked bone-in hams up to 20 lbs.

Designer Wright points out that the machine has other possibilities in the packinghouse. It can be used to place cured hams into stockinette. In such service the machine is located at the end of the washing, trimming and branding conveyor with the hams falling directly into the mouth of the machine.

The patented machine will be manufactured by Wrightway Manufacturing Co., Lincoln, Neb., and Visking will act as exclusive distributor.

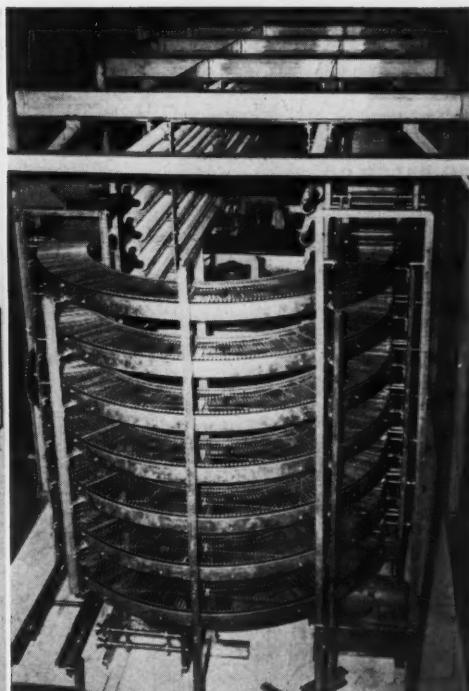
## Continuous Freezer Can Handle Large Volume of Packaged Meats



WHEN FROZEN PACKAGED MEATS are produced in the volume predicted by some of the experts at the recent American Meat Institute convention (see NP of November 26, 1955, page 183), they may be turned out by a versatile continuous freezer similar to the one shown above. This unit, produced by the York Corporation and incorporating conveyor equipment made by Union Steel Products Co., was displayed at the National Frozen Food convention in New York.

Designed originally for the baking industry, York expects the freezer to gain wide use in freezing packaged meat, poultry, etc. The unit is able to freeze foods of varying types and sizes simultaneously.

In the left photo the entering conveyor is shown at the right side and the discharge-to-storage conveyor at



left front. Cutaway portion shows sections of conveyor as it circles freezing tunnel in  $-30^{\circ}$  F. air. Right photo pictures the freezer with walls and roof removed. Conveyor system, banks of freezing coils and fans can be seen.

A 60 x 14 x 11 ft. unit of this type could freeze 3570 small meat pies or 2390 whole  $2\frac{1}{4}$ -lb. chickens in an hour.

The new automatic freezer can be kept at a uniform temperature of  $-30^{\circ}$  F., or lower if desired, by means of a multi-stage compression system which refrigerates the freezer's coils to a temperature of  $-40^{\circ}$  F. or below. Six propeller type fans blow air through vertical banks of coils, and a special air distribution system keeps the temperature uniform throughout the freezing enclosure.



**WINTER . . .**

**SUMMER . . .**

**... AUTUMN . . .**

**SPRING . . .**

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WAXED PAPER CO.**

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CHICAGO 50, ILLINOIS



**Ain't it  
a grand and  
glorious feelin'!**

You were scared. You thought you had cancer. So you did the thing *every* intelligent person does—you went to a doctor for a checkup.

And it wasn't cancer after all! Ain't it a grand and glorious feelin'!

Scientists are making progress against cancer. To keep this work going, money is needed. So fight cancer with a check—and a checkup. Give to your Unit of the American Cancer Society, or mail your gift to CANCER, c/o your town's Postmaster.



## Mickelberry's Profit Declines to \$440,405

Net earnings of Mickelberry's Food Products Co., Chicago, declined during the year ended December 31 to \$440,405, or \$1.58 per share, compared with \$491,162, or \$1.76 per share, in 1954. G. E. Duwe, president, revealed this week in the company's annual report to stockholders.

Although sausage tonnage and distribution expanded satisfactorily during the year, dollar sales were lower because of the much lower raw material price average, which was passed on to the customer, and less fresh meat sales, he said. The 1955 sales totaled \$16,903,236, compared with \$18,581,497 in 1954.

Duwe explained that the drop in earnings was caused by "a number of factors, mainly the cost of converting to more and more self-service packaging, a much larger depreciation charge (nearly one-half of the drop) because of fixed asset purchases, cost of expanding our sausage distribution in original and new territories (tonnage up 12 per cent), and competition of very low meat prices."

Dividends totaling \$1 per share were declared and paid in 1955.

During the year, the company bought the land and buildings which it had been renting for its Cincinnati plant and also purchased plants in Louisville and St. Louis.

"Altogether our plant purchases plus plant improvements and modern additions to our present plants and equipment amounted to \$1,008,000, which was paid from our own funds and required no outside financing," Duwe said. "Even so, our cash and working capital position remained strong."

Some progress was made in frozen foods in 1955 with the launching of Mickelberry's Frozen Beef Sticks, Duwe reported. "Our original distribution was good and the product well received," he said. "We are sufficiently encouraged to try to add other frozen items to the line during 1956."

## CCC Initiates Program of Export Sales on Credit

The USDA announced this week that the Commodity Credit Corp., is initiating, effective immediately, a program for sales to exporters on credit. This change in policy is in line with intensified efforts in recent months to reduce government holdings of surplus agricultural commodities.

## Benson Asks ICC to Suspend Rail Hike on Farm Products

Secretary of Agriculture Ezra Taft Benson has urged the Interstate Commerce Commission to suspend a proposed 7 per cent railroad rate increase insofar as it applies to raw and processed farm products, farm supplies, and fish.

Any increase in freight costs would aggravate the already "difficult economic condition" of the nation's farmers, he said.

In his petition to the ICC, the Secretary pointed out that the railroads have obtained 11 general freight rate increases since 1946, resulting in a net increase of 63 per cent in the rates applicable to agricultural products. This has been "one of the factors in widening the gap between prices at the farm and retail prices in the city store," he said.

The increase is scheduled to go into effect February 25, with hearings to be held subsequently by the ICC as to the reasonableness of the rate boost.

## Production of 'Prepared' Frozen Meat Dishes Up 65%

The trend toward convenience foods is reflected in a report by the USDA's Agricultural Marketing Service that production of "prepared" frozen meat dishes rose by nearly 65 per cent in 1955 over the previous year.

The 1955 production totaled 91,263,663 lbs., compared with 55,434,812 lbs. in 1954.

The AMS defined "prepared" frozen foods as those which have received one or more preparatory operations usually performed in the home, such as cooking, partial cooking or blending. Production of other foods in that category also rose sharply.

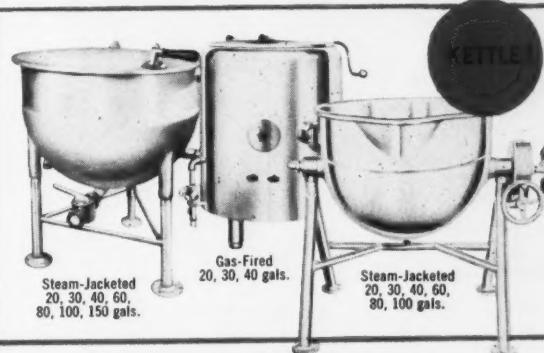
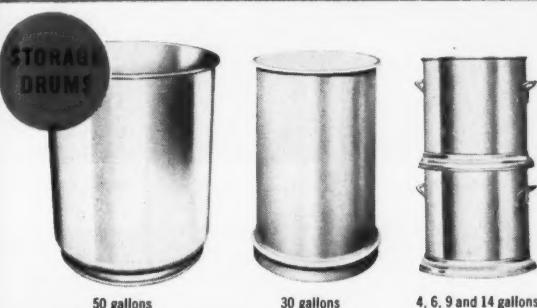
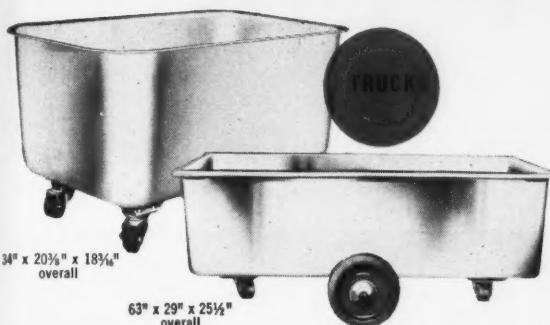
## Fraser Put in Charge of Market Development Abroad

The USDA has appointed Gordon O. Fraser as assistant administrator of the Foreign Agriculture Service, in charge of market development. He will have wide responsibility for administering FAS programs designed to help maintain and expand markets for U.S. farm products abroad.

A native of Moro, Ore., Fraser has been secretary of the International Wheat Council in London, England, since 1952, and earlier served as chief of the Food & Agriculture Division of the Office of Economic Affairs of the High Commission to Germany.

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STREET \_\_\_\_\_

CITY \_\_\_\_\_ ZONE \_\_\_\_\_ STATE \_\_\_\_\_



THE ALUMINUM COOKING UTENSIL CO., INC., NEW KENSINGTON, PA.



GREEN LAWN and shrubs enhance modernized plant which includes office (right) and heat processing (left) additions to main building.



EMPLOYES FIND shaded lawn ideal spot to relax.



INA TURNER and partner L. Redfern; employees work in sunny offices.



PRODUCT moves from tile-walled sausage kitchen into smoke area.



KITCHEN has ample room for linking and stuffing operations.



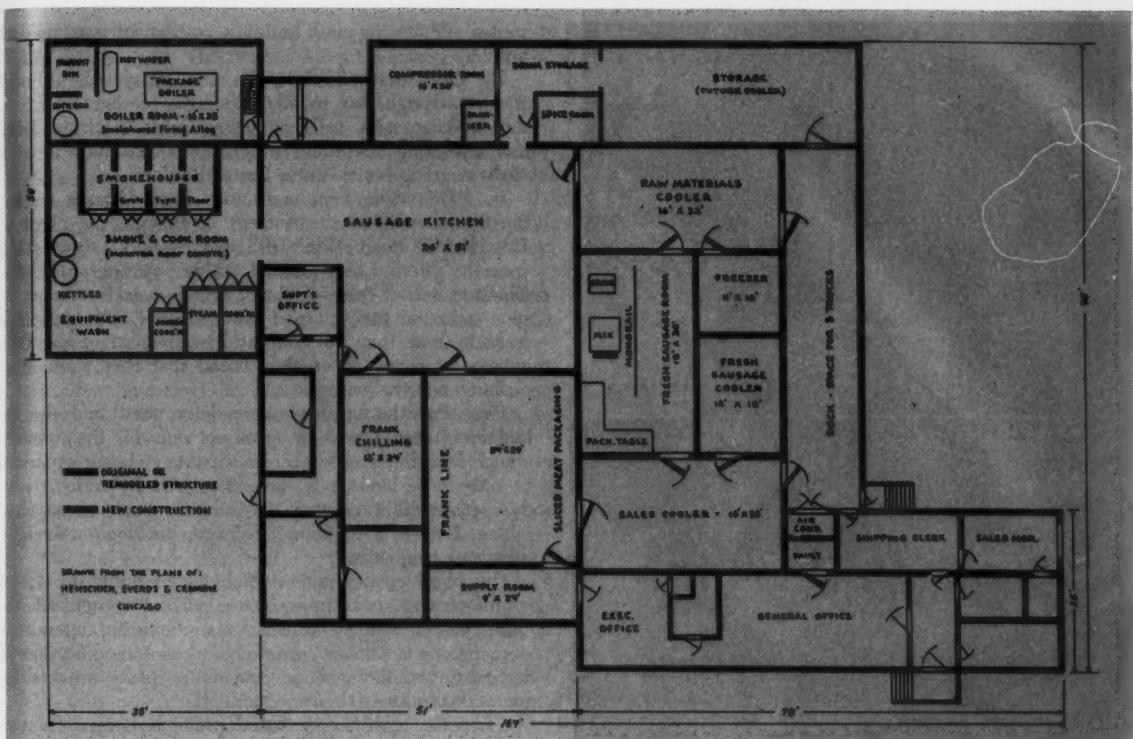
SAUSAGE in sheep casings are linked by machine.



DOOR PANEL clocks remind smoker.



J. BAILEY works at his desk.



# After Hoeing a Hard Row Redfern Reaps Modern Plant

**F**Ollowing the dim footprints of their family, which had manufactured pork sausage in Georgia during the 1850's, brothers Robert and Lester Redfern decided in 1947 to reinstate the family tradition.

In the days before the Civil War the venture had constituted a service rather than a business since the Redferns (then Redfearns) were primarily livestock breeders and buyers. Later, however, their grandfather added a pork sausage sideline to a retail butcher shop.

The present Redferrs have made sausage their main business. Both felt that Atlanta offered a good market for a locally-produced fresh pork sausage. Pooling their capital, they leased a former night club on the outskirts of the city which they converted into the kitchen of the Redfern Sausage Co.

Their initial problems were enough to daunt less determined individuals. The night club had false floors—a carryover from prohibition days when liquor was cached—and their existence became too apparent when the floor caved in under the weight of the sausage manufacturing equipment. Although the site became a virtual Okefenokee swamp with any rain, inadequate capacity in the plant pump made it necessary to haul water for the nightly cleanup.

Moreover, in 1947 the country was still in the throes of war-induced shortages which plagued the new venture. Vehicles were not available to set up proper sales



W. B. HARTSFIELD, mayor of Atlanta (standing), was given the royal tour by Robert Redfern, president, during a visit when he saw some of the plant scenes on page 20.



routes. Processing and building equipment was unavailable.

By sheer dint of effort, the firm prospered, although it was a rough row to hoe. The two brothers spent the day making sales calls and then came back to begin manufacturing operations which often continued into the early morning hours, states Lester Redfern.

In 1948, with some assistance from outside capital, the firm purchased the nucleus of the present plant on Howell Mill Road. While still making pork sausage their specialty item, they added other sausage products. The addition of these products, which quickly rose to 16, soon cramped the enlarged establishment. The principals scarcely had time to congratulate themselves on their enlarged quarters when they found that they again were pushing out the walls.

This time the brothers were determined that the enlargement should provide space not only for the immediate present, but should also be capable of being expanded in orderly fashion at a later date. To help them plan their plant addition, they retained the services of Henschien, Everds & Crombie, Chicago, packinghouse architects and engineers.

The plant enlargement, which added 8,000 sq. ft. of manufacturing and storage area, virtually engulfed the old plant in which the basic manufacturing operations were retained. All new construction, plus modification of the existing building, have provided a plant suitable for operation under MIB inspection.

While the addition increased production capacity two

PICTURES AT LEFT, top to bottom, show belt that carries wieners from peeling machines to weigher-packagers . . . and then to the boxer at the end of the line. Luncheon meats go from the slicing machine to operators who place the product on Saran, weigh it and then pass it on to wrappers.

and one-half times, and floor area two times, its sound design integrates the whole setup into an operation that is efficient and free of backtracking. Furthermore, hot and cold areas are segregated, lessening the demand upon refrigeration facilities. With the manufacturing area remaining in the plant's center, future expansion can take place with heat processing units installed on one side and refrigerated packaging and storage areas on the other side (see floor plan).

Addition of the heat processing wing overcame one of the major production bottlenecks. Six two-cage, tile-lined smokehouses, which are regulated by Partlow controls, give the plant the necessary processing capacity, states Jack Bailey, plant superintendent. To help the smoker keep track of the end of the smoking period, each house door has a large clock face on which the out-time is set. Since it is easily visible from any part of the smokehouse area, the clock acts as a reminder to the smoker as to the time when he should take the internal temperature of the product and pull it. With six smokehouses, four cooking kettles, a Jourdan cooker and two steam cookers, the clocks simplify the memory problem for the smoker and reduce the danger of overcooking, states H. H. Long, foreman of the manufacturing department.

To provide rapid venting of smoke and vapor, the whole of the heat processing area is equipped with monitor skylights (see plant photo). A large 36-inch fan aids in smoke and vapor disposal.

The boiler room is directly in back and 6 ft. below the smokehouse floor level. Smoke is piped into the tile walled smokehouses from a Tipper smoke generator and drafts are controlled from the boiler room level. Adjustable false ceilings made of corrugated transite aid in proper heat distribution in the houses. The gas-heated houses

have a pit which is accessible from the boiler room for cleanup purposes. The floor of the pit is paved and sloped for proper drainage.

The boiler room has a 40-hp. package boiler and a 759-gal. hot water heater, both of which are insulated.

The core of the plant, as stated earlier, is the manufacturing department with a three-stuffer kitchen. Both artificial and natural casings are machine linked, the cellulose casings with Ty Linkers and sheep casing product with a Famco unit. Product moves on cage trucks to the smoking-cooking section.

One feature of the manufacturing room is superintendent Bailey's office. One side of the office has a large window pane through which he can observe sausage kitchen operations. Bailey claims that this is an important advantage since he can interview suppliers, perform paper work, etc., without losing contact with operations.

One of the new departments in the enlarged plant is the packaging room. Here wieners and sliced luncheon meats are packaged on two separate lines. The work sequence on both of these lines was set up by Robert Voyles, plant industrial engineer.

On the wiener line, two Ty Linker peelers discharge the sausage onto a wide belt conveyor; one operator feeds both machines. The peeled wieners are inspected by an operator. Seven packer-check weighers are stationed along the stainless steel apron of the conveyor. Each of the packaging stations has a check scale and sheet holder. The firm uses printed cellophane sheets. Each operator takes a group of the oncoming peeled product and packages with the aid of a plastic mandrel, a hand sealing iron and a vertical sealing plate. The bottom seal is made against the greaseproof board and the two ends are then tucked in and sealed with one motion against the vertical plate. The sealed packages are placed back on the belt which takes them to the packoff station where one operator dates and places them in fibreboard shipping containers. If production tends to get ahead of the scalers-packers, the inspectors pack the wieners into bulk cartons.

Voyles explains that the method has two advantages: There is no intermediate handling or storage of the product, and the peelers pace the performance of the whole line.

On the sliced luncheon meats line, two U. S. slicers feed directly to the scalers who check weigh the stacked groups and place them on the table (delivery of a third slicer is expected shortly). Each of the check weighers has a roll of Saran film in an overhead holder which is sheeted to size as needed. Two other operators take the weighed groups, place a greaseproof board on them, tuck in the film over the board, place a printed label over the seal and then guide the unit under the Great Lakes conveyor-sealer. The final employee in this line packs the product into fibreboard shipping containers and seals them.

Again, production is paced by the slicing machines and there is a minimum of handling of product. The board is used to firm the package and also to prevent heat transfer to the meat in sealing. The board also gives a better seal since it provides a rigid surface against which the heat is applied.

The decision by management to market the firm's sliced luncheon meat in Saran film was made after much study. With distribution confined to one state, and with a peddler type of sales operation giving delivery twice a week, it was felt that the protection offered by the over-wrap package was sufficient to assure freshness to the consumer. In the words of Robert Redfern, "We feel that a local meat processor is wise to exploit his inherent



J. K. BAILEY and R. Voyles (top) examine 1-lb. package of bulk pork sausage ready for state-wide delivery in one of the firm's eighteen refrigerated trucks (bottom).

advantage of getting product to the consumer in fresher condition. To adopt a type of package which may be mandatory for a national or regional processor would be to give up deliberately a valuable advantage. Our experience with overwrapped luncheon meats has indicated the soundness of this position."

A separate department packages 1-lb. bulk pork sausage. In the pork sausage production department, held at a constant 50° F., are located a grinder and mixer. A monorail technique devised by Voyles streamlines the handling of the product.

A stainless steel bucket that has a hinged drop-out bottom opened by a sliding bolt is filled with ground meat. The batch is then lifted by an electric hoist and moved to the mixer. The material is dumped into the mixer and is again dumped into the bucket to be unloaded at the hand packing station. The pork sausage is molded into a 1-lb. unit with a hand scoop aluminum mold which has a loosely-held weight. On filling, the weight is pushed back toward the handle.

Once the mold is filled, the operator with a quick snap unloads the product onto an unprinted sheet which she then seals with a printed wrap-around band. The free

traveling weight within the mold is anchored in a handle well. This method of production is employed to prevent a smeared and unsightly appearance on the finished product. Since clear cellophane is used as a wrap, eye appeal is of major importance. The 1-lb. units are placed in fibreboard boxes for movement in skid lots to the sales cooler.

Study of the floor plan will show that product movement is from the loading dock to the raw material holding cooler, to the manufacturing departments and then back to the sales and fresh meat coolers. The sales cooler opens onto the loading dock which is within direct view of the shipping clerk's office. The loading dock faces out onto an off-the-street parking area owned by the plant.

Additional facilities incorporated into the new plant include storage and compressor rooms. In the compressor room, two Frick primary units (5 x 5 and 4 x 4) take care of the Gebhardt ceiling coolers located in the various refrigerated areas. The two larger units replace a number of condensing compressors. The plant has also installed a cooling tower to conserve on water. The plant has approximately 4,000 sq. ft. of space under refrigeration.

Another significant product of construction has been the addition of a very attractive plant front. The establishment now has 335 ft. frontage on one of the main thoroughfares of the city. The whole area is landscaped and gives the employees ample and desirable space in which to relax in the sun during rest and lunch periods. As part of its overall policy of sound employee relations, the new plant incorporates the latest in comfort facilities. Lester claims that the success of any business rests largely on the creation of sound relationships: with customers, the community and employees.

Having enlarged its capacity and product line as a result of the addition, the firm also has embarked upon an

expanded advertising program. Key to all advertising effort is the trade mark, "Prunella Pig," a porker who in animated activity squeals the goodness of the firm's product. The firm sponsors TV programs in Atlanta and Savannah and employs spot announcements in many other Georgia cities in which it merchandises its product. Billboards are utilized in certain key markets, with clever sayings by Prunella as a theme: "I go with a good egg," or "I'll fry my best to please you," or "Try me for suds!"

One hundred of the Atlanta transit system's vehicles are painted with Redfern messages. Four of the vehicles have a full length "spectacular" message which covers the entire side. As part of its dealer relations program, the firm publishes a monthly house organ entitled, "Prunella's Squeal."

In management policies the brother team follows a unique program of switching responsibilities, alternating every two or three years in handling the basic management functions. Currently, Lester is charged with plant management and purchasing, while Robert is handling merchandising, sales and advertising. Mrs. Ina D. Turner, secretary and treasurer, is in charge of accounting and finance. Both brothers feel that the practice of trading jobs at intervals gives the firm depth in management and assures continued growth by providing each with broader experience.

Distribution is made through the firm's fleet of 18 peddler trucks. These vehicles are replaced at three-year intervals. They are painted yearly and feature the firm's "Prunella" trade-mark.

Today even though their new plant has hardly lost its luster, the Redferrs are already thinking of expanding. Additions to the building to provide more chill cooler, packing and dry storage space are planned for construction some time in the near future.



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The books listed below are selected from a number of sources. In the opinion of the editors of *The National Provisioner* they are factual, practical and worthwhile—and are approved and recommended accordingly.

**FREEZING PRESERVATION OF FOODS**  
 Covers all frozen pack foods—meat, fish, poultry, fruits and vegetables—with entire chapter devoted to preparation and freezing of meat. Subjects include principles of refrigeration, cold storage, shop freezers and freezing; changes in food in preparation, freezing, storage and thawing and locker plant operation. Fifty-seven tables and 161 illustrations. 763 pages.  
 Price ..... \$12.

**SAUSAGE AND READY-TO-SERVE MEATS**  
 Covers the manufacture of sausages and other specialties including meat loaves, cooked and baked hams, canned meats. Discusses technical problems of spoilage prevention. Published by the Institute of Meat Packing.  
 Price ..... \$4.50

**PORK OPERATIONS**  
 A technical description of all pork operations from slaughtering through cutting, curing, smoking, and the processing of lard, casings and by-products. Institute of Meat Packing.  
 Price ..... \$4.50

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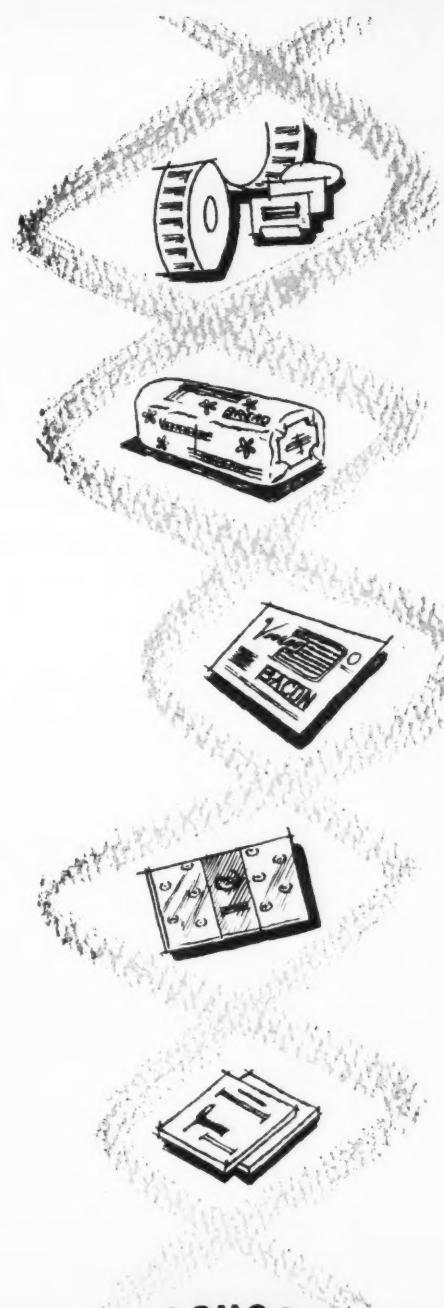
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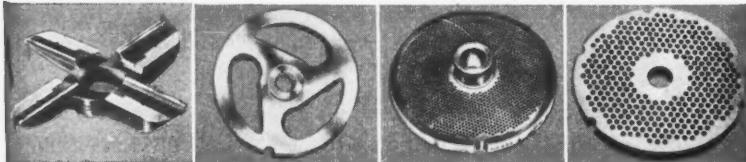
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## Flashes on suppliers

B. HELLER & CO.: Appointment of AUGGIE R. RING, SR., to the position of sales manager of the meat division has been announced by N. B. SCHREIBER, president of this Chicago company. Ring has been associated with Heller for 10 years during which time he has served as district

manager for the East and South territories and sales representative in North Carolina.

TOLEDO SCALE CO.: Purchase of assets of Kleen-Kut Mfg. Co. of Cleveland, O., has been announced by this Toledo, O., firm. The Kleen-Kut plant will continue as the Cleveland division of Toledo Scale. LOUIS FAULB will be general manager.

SAM STEIN ASSOCIATES, INC.: Formation of a company to manufacture food equipment for the meat fabricating industry has been announced by SAM STEIN, president. The company recently introduced a new breading machine and will offer consulting and engineering services for layout techniques in portion control or meat fabricating operations.

DODGE & OLCOTT, INC.: Removal of the Chicago sales office, under the direction of KENNETH HARTLEY, to 5537 N. Clark St., has been announced by this New York company.

WM. J. STANGE CO.: Construction of manufacturing plants in Paterson, N. J., and Mexico City, Mex., has been announced by this Chicago firm. Other expansion projects in progress are in New Toronto, Ont., and Oakland, Cal.

MILPRINT INC.: DANIEL FARRELL has been appointed to the meat packaging division staff of this Milwaukee company. MELVIN HELLER, formerly associated with the meat division, has been assigned to the newly created frozen food and poultry packaging division.

TRANTER MFG. INC.: Meters and Controls, Inc. of Chicago, has been named district representative for the Platecoil division of this Lansing firm.

MINNEAPOLIS-HONEYWELL REGULATOR CO.: Three field sales engineers have been promoted to positions in the industrial division. JAMES

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W. HUGHES has been named regional industrial sales manager for the Midwest area with headquarters in Chicago. RAYMOND A. ZACK will become industrial sales manager in the Hammond, Ind., branch office, and PAUL R. SHARADIN has been assigned to the Southwestern region office, Dallas, Tex., as regional application engineer.

THE VISKING CORP.: Appointment of WILLIAM ADE as west coast regional manager for the food casting division has been announced by H. A. LOTKA, divisional sales manager. Ade succeeds FRANK KENNEDY who is retiring after 25 years with Visking. In other promotions J. V.

MILIO has been named manager of field sales and C. W. WHITFORD has been promoted to manager of cus-



WILLIAM ADE



J. V. MILIO



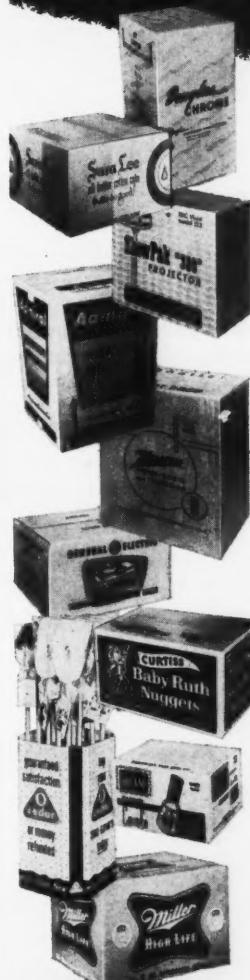
C. W. WHITFORD

tomer relations with headquarters in Chicago. Changes in territorial sales personnel are as follows: RICHARD E. ZERBY succeeds Ade; EDWARD V. WHYTE has been promoted to senior salesman to succeed Zerby. ROBERT W. KNOX has been transferred to Atlanta to replace Whyte.

CHAS. PFIZER & CO., INC.: PAUL E. WEBER has been appointed sales manager of the chemical sales division of this Brooklyn company. He succeeds FRANK F. BLACK and has been associated with Pfizer since 1938. In other appointments, H. CHANDLER SMITH, eastern regional manager for the past three years, has been assigned to headquarters as assistant to Weber. Smith, a 20-year veteran, is succeeded by JOHN E. MCVEIGH, formerly manager of the food and beverage department. MCVEIGH's successor is JACK D. LANGLOIS.

CORN PRODUCTS REFINING CO.: A. N. MCFARLANE has been appointed vice president and general sales manager of this New York company. He has been associated with Corn Products since 1934.

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# Why buy a truck in the dark?



*"Oh, kick me!" cries Merchant Neal,  
In a posture hardly genteel.*

*He bought trucks in haste,  
Then the costly fact faced,  
That he'd missed the Dodge Dealer's Deal!*



If you buy a new truck after looking at only one make, it's like making a deal in the dark. A smarter way to buy is to "spotlight" real truck value—weigh and compare competitive claims with these Dodge truck facts:

Most standard V-8 horsepower of all leading makes—½-ton through 3½-ton range. You'll make faster trips—get more work done!

Shortest turning radius. You'll maneuver in traffic, and park more easily.

Biggest cabs, with biggest wrap-around windshield. You'll enjoy more comfort, safer vision.

Highest payload capacities . . . pick-ups providing up to 22% more payload than others.

Prices down with the lowest.

Next truck you buy, don't deal in the dark. Turn a bright light on the facts. See Dodge before you buy.

GET THE DODGE  
DEALER'S DEAL  
BEFORE YOU DECIDE

**DODGE**  
Job-Rated  
**TRUCKS**

WITH THE FORWARD LOOK 

# The Meat Trail...

## Bryon Benson Elected Vice President of Stark, Wetzel

The election of BRYON G. BENSON as vice president of Stark, Wetzel & Co., Inc., Indianapolis, has been announced by the company's board of directors. Responsible for marketing, Benson will coordinate all plants in procedure and activities in sales, credits, provisions and the expansion of new company sales territories.

The new vice president has been associated with the packing industry since 1930 when he joined Jacob E. Decker & Sons, Mason City, Iowa. In 1931 he became advertising and sales promotion manager of The Rath Packing Co., Waterloo. Benson went with Dubuque Packing Co., Dubuque, in 1953, as director of sales and remained with that firm until November, 1955, when his connection with Stark, Wetzel & Co. was announced.



B. G. BENSON

## Group Plans Cattle, Beef Airlift to South America

A multi-million dollar cattle and beef export business, featuring an airlift to South America, is being planned for Florida by a group of men, including BRADFORD THOMAS, owner of Thomas Packing Co., Okeechobee, Fla.

The plans include construction of a new \$400,000 federally-inspected packinghouse. The group expects to operate from either Kissimmee or Okeechobee.

Thomas and other members of the group are officials of Alden Industries, a holding company organized in 1952 as a Delaware corporation and now engaged in real estate and other activities. The company is said to have obtained contracts already to ship millions of dollars worth of cattle yearly to Venezuela and other South American countries.

In addition to Thomas, the group includes DONALD R. WILSON, former airlines pilot who will head the flying operations for the company; LELAND PEARCE, Belle Glade, Fla., who will be in charge of cattle procurement; BERT



NEWLY-APPOINTED manager of Great Western Beef Co., Chicago, James Irwin Davis (left) gets substantial order for steaks from Jack Dempsey, former world's heavyweight champion, who owns restaurant in New York City. Before joining Great Western Beef, Davis served for 24 years with Irwin Brothers, Chicago, founded by his uncle, the late John Irwin. Both firms are purveyors to restaurants, hotels and the institutional trade.

WEISS of North American Co., New York City; BERT MEIGHAN, New York City attorney, and ERNEST HALL, executive vice president of Knickerbocker Saving and Loan Association, New York City.

The company plans to purchase about ten "Flying Boxcar" type airplanes and build a hangar as well as the packing plant, investing a total of some \$3,750,000, Wilson said. Present plans call for eight flights per day of butchered beef and five flights of commercial or blooded cattle. Approximately 175 persons are expected to be employed in the entire operation.

## W. M. Elliott, NIMPA and State Group Leader, Dies

W. M. (RED) ELLIOTT, 67, president and general manager of White Packing Co., Inc., Salisbury, N. C., and a leader in industry affairs on both state and national levels, died recently after a short illness.

At the time of his death, Elliott was president of the North Carolina Meat Packers Association, which he helped organize, and a charter member and lifetime director of the National Independent Meat Packers Association. He served as NIMPA treasurer in 1952.

Elliott helped organize White Packing Co. in 1924 after having served in the Salisbury territory for packing companies in Indiana and New York.

Survivors include the widow, Mrs. NAOMI WHITE ELLIOTT; one son,



"KEY TO Indianapolis Industry" is presented to Hugo Slotkin (center), president of Hygrade Food Products Corp., Detroit, by Indianapolis Mayor Phillip L. Bayt (left) as Thomas T. Sinclair, vice president and general manager of Kingan Inc., a Hygrade subsidiary, looks on. Some 200 members of the Kingan Supervisors Club and another 200 salesmen, in Indianapolis for a Kingan sales conference, witnessed the presentation following a citation of Slotkin by the Indianapolis Chamber of Commerce. Earlier, Slotkin had announced plans for a \$4,000,000 to \$5,000,000 modernization and expansion program at the Indianapolis plant in the next three years. First phase of the program, a \$2,000,000 expenditure doubling the capacity of the pork division, is expected to be completed in three or four months. Present capacity of 600 hogs an hour will be increased to 1,200 hogs. More than 1,250,000 hogs were slaughtered at the plant last year. The modernization, which will extend later to beef, sausage and other production phases, should enable Kingan to produce in sufficient quantity to meet growing demands "for at least the next ten years," according to the announcement by president Slotkin.

HUGH J. ELLIOTT, three brothers and two sisters.

## Two Peters Executives, 24 Employees Get Silver Pins

REIMERS A. PETERS, president of Peters Sausage Co., Detroit, and J. HAROLD PETERS, vice president, were among 26 industry veterans of the company who recently received 25-year silver service awards from the American Meat Institute.

Others who received the industry recognition are: LUCILLE C. SHORTLE, Mrs. MYRTLE A. MILLER, EDNA D. BERNDT, ANTONINA MROCZEK, HAROLD T. WILSON, FRANK J. KASPAEK, JOSEPH GOLDA, GEORGE D. REDMON, LOUIS M. WOLVERTON, JOSEPH KOGELMAN, and STEPHEN KRAUTNER.

Also, FRANK J. LEHMANN, ANDREW OPSAL, JAMES M. MORRISON, A. D. GREEN, A. W. BRADLEY, JAMES H. MCKAIG, ALBERT M. VARNER, FELIX POGGIONE, REINHOLD E. SUCHNER, ALBERT LAFONTAINE, FELIX LIPINSKI, WILLIAM TYMCHUK and WILLIAM J. HUNGERMAN.

## JOBS

Officers and directors of Hull & Dillon Packing Co., Pittsburg Kan., were re-elected at a recent meeting of stockholders. MARTIN J. SHEWARD is president; RUSSELL M. MOFFITT, vice president, and F. J. KEMPSTER, secretary-treasurer. Directors re-elected for another term are: L. H. ALBUS, H. GORDON ANGWIN, VICTOR J. BAXTER, C. M. TRENT, JOHN J. TOWNER, JOHN H. GERWERT, JAMES W. GERWERT, FLOYD GRAY, BEN GERWERT, JOE O'BRIEN, O. C. BOTTONFIELD, REX W. CROWLEY, E. A. SELLMANNSBERGER, Sheward, Moffitt and Kempster.

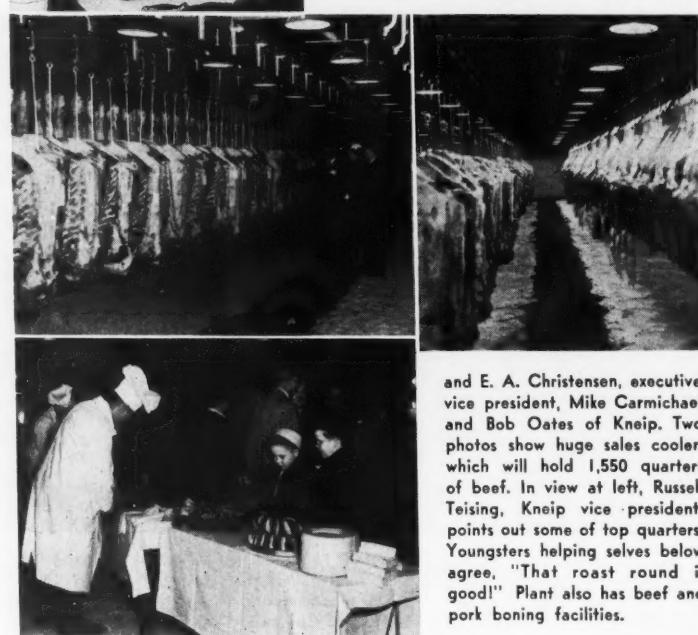
HAROLD ALBECK, assistant sales manager for the past two years at the Armour and Company Sioux City plant, has been named sales manager of the Armour plant at Peoria, Ill. His successor at Sioux City is H. LORING HAYSE, formerly a division supervisor in the sales department.

The appointment of three branch managers has been announced by Geo. A. Hormel & Co., Austin. RALPH ROBINSON has been promoted to manager of the branch at Atlanta, Ga., where he formerly was in charge of production and sales of smoked meats. L. W. HILL, former Atlanta manager, has been named manager of the Hormel unit at Jackson, Miss., which recently was given full branch status. Full branch status also has been given to the Hormel operation at Albany, Ga., and D. L. SMITH has been

## New Kneip Beef Plant Bows at Open House



NEW WHOLESALE beef plant of E. W. Kneip, Inc., at Forest Park, Ill., was admired by all at recent open house. Fellow packers, too, toured new facility. Top left photo shows (l. to r.): W. W. McCallum, president, John Morrell & Co.; Elmer Kneip, president, E. W. Kneip, Inc., and R. L. Peters, vice president, Roberts & Oake. In upper right photo are Tom Watson and Samuel DeVincent, both of Kneip; E. C. Snorek, Jewel Food Stores,



and E. A. Christensen, executive vice president, Mike Carmichael and Bob Oates of Kneip. Two photos show huge sales cooler, which will hold 1,550 quarters of beef. In view at left, Russell Teising, Kneip vice president, points out some of top quarters. Youngsters helping selves below agree, "That roast round is good!" Plant also has beef and pork boning facilities.

named manager. Smith formerly was sales manager of the Albany unit.

The board of directors of Swift & Company, Chicago, has elected PAUL M. STEINBRINK an assistant treasurer and EARL J. GRIMM, JR., attesting

secretary, JOHN HOLMES, chairman, announced. Steinbrink joined Swift in 1937. His primary duties since 1942 have involved investment activity. Grimm, a Swift employee since 1949, served as manager of the employment department at Swift's general office.

in Chicago in 1953 and has been an assistant since 1954 in the office of A. H. FRITSCHEL, Swift secretary.

Appointment of C. H. HESELTON as general manager of its leather division, Armour Leather Co., has been announced by Armour and Company, Chicago. He succeeds H. D. NIBLOCK, who has resigned. Heselton joined Armour in 1918 in the leather division's accounting department and has served in sales, production and purchasing positions in the division. He was named assistant vice president in 1953.

## PLANTS

Berchem's Meat Co., Irvington, Calif., has completed construction of a new, 2,400-sq.-ft. cold storage warehouse, loading dock and office expansion. The improvements represent an investment of \$85,000.

Fire at Peters Meat Products, Inc., of Wisconsin, Eau Claire, recently caused damage estimated at \$100,000. The firm is a subsidiary of Peters Meat Products, Inc., St. Paul.

Geo. A. Hormel & Co. is planning to install a hog immobilizer at the firm's Fort Dodge plant. This will make the third immobilizer for Hormel, which has one in use at the Austin plant and another at Fremont.

A smoldering fire in a new addition to the North Salt Lake City plant of The Cudahy Packing Co. was brought under control by firemen following four hours of fighting the blaze and heavy smoke. The fire was believed to have originated in a heater used to melt tar for insulation. It was confined to one room, which was to have been used as a cold storage room for beef. The \$350,000 addition was to have been finished in March.

## TRAILMARKS

The Oklahoma Independent Meat Packers Association, Oklahoma City, has been granted a charter by the state. Listed as incorporators were: RAY TURVEY, Turvey Packing Co., Blackwell; LEE HARRIS, Harris Meat & Produce Co., Oklahoma City, and THOMAS WRIGHT, Canadian Valley Meat Co., Oklahoma City.

WILLIAM V. McFARLAND, new director of the Arkansas Division of

Food and Drug Control, was guest speaker at a meeting of the Arkansas Independent Meat Packers Association February 8 at the Marion Hotel in Little Rock. CHRIS E. FINKBEINER of Little Rock Packing Co., AIMPA president, also led a discussion about the proposed changes in federal meat grading regulations, a revision being protested by many packers.

Seventieth anniversary of the Cincinnati Butchers' Supply Co. was celebrated recently with a dinner at the



**GREATER SAFETY** emphasis by the meat packing industry was among the goals outlined at a meeting of the executive committee, meat packers' section, National Safety Council, at the Ottumwa plant of John Morrell & Co. The committee completed plans for an intensive membership drive. As the nation's second largest manufacturing industry, the meat packing industry should have a much larger representation in the NSC to be effective in all phases of industrial safety, committee members pointed out. Members shown ready for a tour of the Morrell plant to see safety at work are (l. to r.): E. D. Peeler, jr., section chairman, General Shoe Corp., Nashville; A. M. Pearson, Swift & Company, Chicago; Martin Cernetisch, host to the group and director of safety, John Morrell & Co., Ottumwa; Joseph Pochop, John Morrell & Co., Sioux Falls, S. D.; Hubert Clover, International Shoe Co., St. Louis; Don MacKenzie, American Meat Institute, Chicago; Charles Elsby, Employers Mutual of Wausau, Milwaukee; John C. Keto, National Safety Council, Chicago; Howard Rebholz, The Rath Packing Co., Waterloo; John Thurman, Oscar Mayer & Co., Madison; Alex Spink, Kingan Inc., Indianapolis, and R. A. Harschnek, Swift & Company, Chicago. The group was greeted on behalf of Morrell by John Blankenship, vice president and plant manager.



## MOBILE LOIN RACKS

The "MOBILE LOIN RACK" is designed for the economical storage, aging, and transporting of loins without multiple handling. All hot dipped galvanized for long life and ready cleaning. Racks can be lifted off individually and nested for compact storage when not in use. These mobile racks are also available with standard skid legs, without wheels, for use with platform lift trucks.

For an illustration of these loin racks in actual use, see page 18, January 28 edition of *The National Provisioner*

**E. G. JAMES COMPANY**  
316 South La Salle Street, Chicago 4, Illinois



## What a difference with LEFIELD All-Steel Switches!

**LeField Engineers designed the LeField all-steel gear-operated switch to last a lifetime, give trouble-free service, without maintenance. What a difference for you!**

You don't need to put up with old-fashioned cast-iron switches that require corner-blocks, corner-plates (requiring special length hangers) or other additional supports. Cast iron switches frequently sag, get out of line, drop loads, break and cause loss of production time. LeField All-Steel switches are designed for center-line support. Their rugged all-steel construction is your guarantee of durable, dependable, maintenance-free service. The LeField gear-operated switch gives positive hand control at all times. This easy-action switch is always fully open or fully closed and will not drop loads!

**Modernize Now!** You want efficiency, economy, and long life from your equipment. You can get these features in LeField All-Steel switches. Compare their service features, economy, and ease of installation, and whether you use gear-operated, automatic, or the new automatic made to work with an overhead conveyor system, you will enjoy extra benefits and greater efficiency with LeField switches.

### LeField All-Steel Gear-Operated Switch

Available for 1R, 1L, 2R, 2L, 3R, 3L, for  $\frac{3}{8}$ " or  $\frac{1}{2}$ " x  $2\frac{1}{2}$ ",  $\frac{1}{2}$ " x 3" or 1-15/16" round rail.

Automatic Switches available in all types for  $\frac{3}{8}$ " x  $2\frac{1}{2}$ ", or  $\frac{1}{2}$ " x  $2\frac{1}{2}$ " track.

**Write:**

**LeField Company**

1479 FAIRFAX AVENUE  
SAN FRANCISCO, CALIF.

Whatever you do in the meat industry, LeField can help you do it better.

**LEFIELD**

Cincinnati Club. ALBERT GOERING, president of Ideal Packing Co., was the guest speaker and presented the 25-year American Meat Institute pins to the following employes: FRED ZAENKERT, MRS. QUO PENRY and ALBERT SEIDENSPINNER. He presented five-year pins to MRS. ELLA THOMPSON, LEROY MOORE and RAYMOND SCHMIDT. OSCAR SCHMIDT, Boss president, gave honor to ALBERT J. APFEL who has been with the company 60 years. He also gave honor to A. G. KLAWITTER, who has 49 years service; JACOB JACOBS, who has 45 years service; and MRS. ROSE RIEBOW, who has 40 years service.

Fire caused damage estimated at \$250,000 to Winger Manufacturing Co., Ottumwa, Ia., January 26. Company officials announced that limited production has been maintained and full production will be resumed early this month.

JOHN ECKSTEIN, sanitary engineer of Oscar Mayer & Co., Madison, has been appointed to the city's special public works administration study committee.

## DEATHS

ISAAC N. JORDAN, 63, manager of the canned meats production control department of Armour and Company, Chicago, and one of the most widely known canned meat production men in the industry, died February 4. Jordan joined Armour as an assistant chemist in Kansas City in 1917. He went to South America for the company in 1920 and worked as a chemist at the Sao Paulo plant until 1923. Since then, he served in the general offices at Chicago, first as a smoked meats supervisor and later as canned meats production control manager. Under Jordan's supervision, Armour canning operations were expanded from one plant to the present six canning factories. He also directed the firm's initial production of a full line of baby foods.

ARCHER CORT SINCLAIR, 79, retired vice president of Kingan & Co., Indianapolis, now Kingan Inc., died February 5. He was vice president of T. M. Sinclair & Co., Cedar Rapids, before going to Kingan in 1930.

JOHN JORDANO, 61, president of Jordano's, Inc., Santa Barbara, Calif., died recently. He and his three brothers organized the meat jobbing concern.

FRED L. ZORGER, 61, owner and operator of Zorger Pork Products, Massillon, Ohio, for the past 22 years, died recently.

GOERING, Co., was presented the pins: FRED and AL presented THOMPSON, RAYMOND COSS presi- J. APPFEL company 60 to A. G. service; years serv- who has

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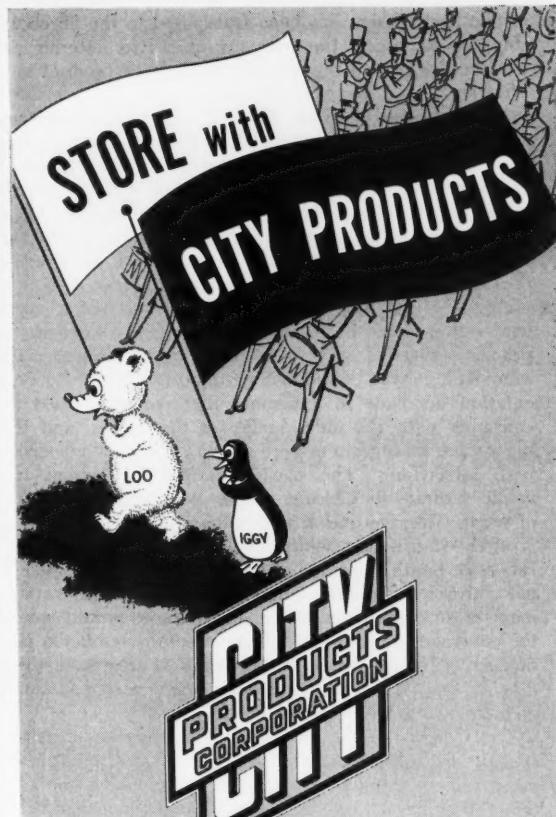
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## NATIONWIDE REFRIGERATED WAREHOUSE DIVISIONS

CLEVELAND, OHIO  
FEDERAL COLD STORAGE CO.

COLUMBUS, OHIO  
FEDERAL COLD STORAGE CO.

DECATUR, ILL.  
POLAR SERVICE COMPANY

GALVESTON, TEXAS  
GALVESTON ICE AND COLD STORAGE CO.

HORNELL, N. Y.  
CITY PRODUCTS CORPORATION

JERSEY CITY, N. J.  
SEABOARD TERMINAL & REFRIG. CO.

KANSAS CITY, KANS.  
FEDERAL COLD STORAGE CO.

NATIONAL STOCK YARDS, ILL.  
NORTH AMERICAN COLD STORAGE

PHOENIX, ARIZONA  
CRYSTAL ICE & COLD STORAGE CO.  
(Two Warehouses)

PITTSBURGH, PENNA.  
FEDERAL COLD STORAGE CO.

ST. LOUIS, MO.  
FEDERAL COLD STORAGE CO.

ST. LOUIS, MO.  
MOUND CITY ICE & COLD STORAGE CO.

SIOUX CITY, IOWA  
FRANK PILLEY & SONS, INC.

SPRINGFIELD, MO.  
SPRINGFIELD ICE & REFRIGERATING CO.  
(Two Warehouses)

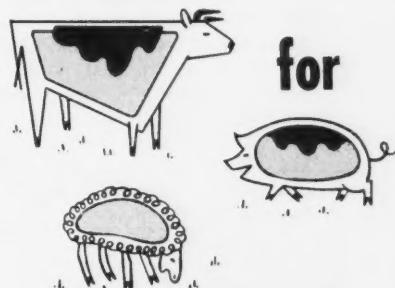
TUCSON, ARIZONA  
ARIZONA ICE & COLD STORAGE CO.

TULSA, OKLA.  
TULSA COLD STORAGE CO.

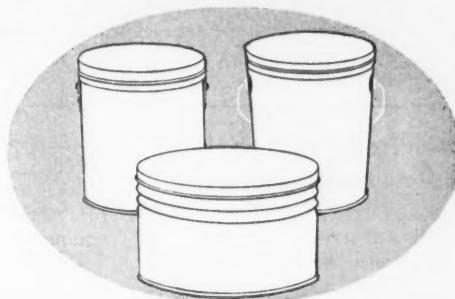
### GENERAL OFFICES:

City Products Corporation  
33 S. Clark St., Chicago 3, Ill.

## product planned cans



meat and lard



NO matter your products... *Meat or Lard*... you will find that Heekin Product Planned Cans are the most profitable for you. Call Heekin and get the facts about Heekin's Product Planned Cans... *plain or lithographed*... planned for your Meat or Lard products—and planned for your profit.

THE HEEKIN CAN CO. PLANTS IN OHIO, TENNESSEE & ARKANSAS  
SALES OFFICES: CINCINNATI, OHIO; SPRINGDALE, ARKANSAS

## Agar Package Design Is Tailor-Made

(Continued from page 14)

sociates the firm with the product as they are one and the same. It is simple to pronounce and easy to remember.

The color combination of red, black and white has high recognition value. The colors are solid, positive ones that can be seen easily at a distance in any product display. To increase visual value, the body type of the brand name was constructed with thick-bodied letters.

The design has a brick pattern for a background. The color selected is a warmish yellow that imparts an air of lightness and freshness to the package. The line drawings in the design permit the use of vivid colors without the risk of color domination. The white of the brick mortar breaks the color sufficiently to allow the eye to distinguish the brand name.

The colors selected are capable of being reproduced on any of the packaging materials in use and in advertising media. The design, since it is a straight line drawing, can be reproduced at a nominal cost. The simplicity of the design also permits reproduction with exact detail by other packaging suppliers. This holds production costs to a minimum.

The design pattern permits expansion or contraction with no loss in recognition value in meeting the surface limitations of large and small packages. On the firm's large three-in-one smoked ham and bacon slab wrappers the picture has been expanded to cover the product. On the 12-oz. "Tasty Meat" can it has been contracted.

If need should arise, the trademark can be animated.

The new design serves the major function of giving the whole of the firm's line a readily identifiable brand legend, states Melchior.

The product name generally is set in white and any additional information, such as the description of boneless-skinless-cooked features of canned ham, is in red.

The selection of colors allows the package to be printed generally in three basic shades, red, black and yellow. The white of the brick mortar is natural to some of the packaging materials, such as lard cartons.

Where desired, as on canned meats, part of the brick area is used for platter type displays. In like manner, the packages carry price and inspection legends. On consumer packages, such as sliced bacon, the white of a small butcher's block serves as the price island.

## Armour Flash-Frozen Line Gets New Protective Dress

A new protective dress in the latest mode of self-service food retailing will be donned in February by 15 items in Armour and Company's line of Flash-Frozen meats.

The new Armour packaging, designed by Raymond Loewy, consists of a close-adhering cellophane inner-wrap within a cardboard carton topped by a waxed paper over-wrap printed in six colors.

Principal advantage of the new packages, according to Armour, is the superior quality protection of the additional layer of the waxed paper. The new packages also hold up better in the freezer case, despite handling by shoppers.

Other features of the waxed over-

wrap package are a full-color illustrated serving suggestion, complete cooking instructions and a price spot for marking with standard pricing equipment.

Included in the newly-packed line are: Beef Grill Steaks, Barbecue Beef Grill Steaks, Steakes, Cheeseburgers, Chopped Beef Patties, Buttered Beef Steaks, Veal Cutlets, Sliced Calf Liver, Veal Sweetbreads, Breaded Veal Cutlets, Breaded Veal Steaks, Breaded Pork Cutlets, Breaded Veal Drumsticks, Mincemeat Pies and Chili Pot Pies.

## President Urges Congress To Approve OTC Activity

President Eisenhower has urged Congress to permit the United States to participate in the Organiza-

The basic design has been transposed to the fibreboard shipping containers the company uses. Red lettering carries the design and brand name along with product identification.

Having solved the question of design, management was faced with a decision as to how to promote its new packages. The company has intensified merchandising efforts to the retailer. It selected its home city, Chicago, as the initial target. The problem of reaching thousands of retailers and millions of consumers in the city's market area with its package message had to be solved. Here again, the basic standards were predetermined.

Above all, it was decided that the advertising media had to reproduce the package as it was, inasmuch as the primary objective was to establish brand identification. Moreover, it was considered all-important that the presentation be made in a manner that would impress the consumer with the individuality of the design, and that the actual package in a store would be readily associated with advertising. The packer wanted a medium that would saturate its Chicago market area with a minimum of waste coverage and at reasonable cost.

After consultation with the firm's advertising agency, Roger & Smith, Chicago, Agar management decided to use only one medium rather than several. The employment of several media in the initial stages would spread the coverage too thin and no one medium would be particularly effective. Since it is harder to start something moving than it is to keep it going once started, a single medium was selected for the kickoff.

The *Chicago Daily Tribune*, which possesses excellent facilities for full color advertising, was chosen. The packer ran a full-color full page ad in the paper under the caption, "Agar has a new dress, too." The ad pictured a line of the packages along with a young girl dressed in a new costume. In the advertising the new butcher block and firm name gained value through repetition; the packages and copy carried the brand legend nine times. Copy stressed that the package and not the product was being changed.

In keeping with the simplification that makes for ready recognition, the firm also shortened its corporate name to Agar Packing Co. By establishing requirements and a plan, and by enlisting the services of its packaging suppliers and advertising agency, the packer has obtained a modern and effective package at reasonable cost.

tion for Trade Cooperation, which is the administrative body under the General Agreement on Tariffs and Trade.

He presented his plea for congressional action to Jere Cooper (D-Tenn.), chairman of the House Ways and Means Committee, who was called to the White House to discuss the status of trade legislation. Rep. Cooper introduced a bill last year to permit U. S. participation in OTC.

## Kentucky Kosher Bill

A bill introduced in the Kentucky state legislature recently by Rep. Morris Weintraub would make it illegal to label as kosher any meat or other foods which do not meet the orthodox Jewish standards.

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## L. A. Area Provisioner Shows New Plant

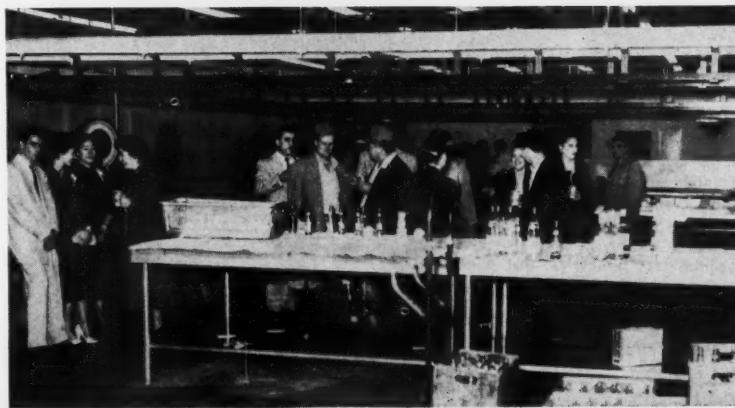
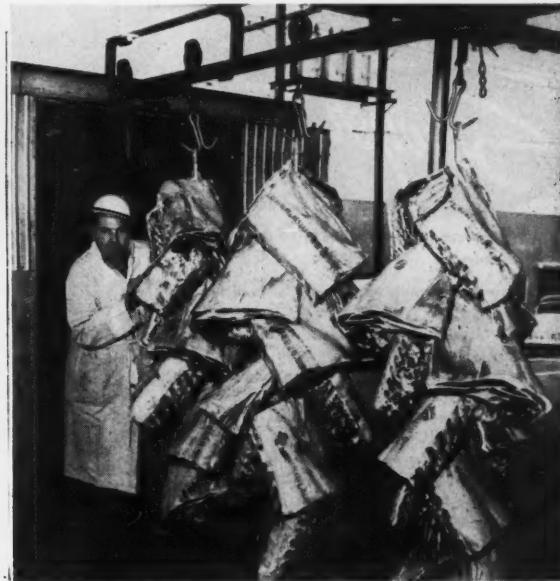
INDUSTRY leaders and the public got a look last week at the new \$750,000 Culver City, Calif., plant of Virg Davidson-Chudacoff Co., a leading provisioner in the seven

western states and Honolulu. The firm features Prime and Choice beef.

The 38,000-sq. ft. USDA-inspected plant is set on a three-acre lot in the Los Angeles area. It is up-to-the-

minute in its entire layout, complete with portion control facilities, large-size retail store, intercom system and sprinklers throughout the structure.

Plant design, equipment layout,



**PROUD OWNERS** Virg Davidson (left) and John Chudacoff were happy demonstrators of the many features of their new plant at the open house last week.

and construction supervision were under the direction of John Schindler of Los Angeles, meat industry consultant and 27-year veteran in the industry.

Main refrigerated areas in the plant are: rib and loin cooler, 50 x 63 ft.; beef holding cooler, 69 x 46 ft.; portion control room, 20 x 68 ft.; holding freezer, 40 x 45 ft.; quick freezing freezer, 20 x 45 ft.; pickle cooler, 20 x 26 ft.; pickle department, 20 x 25

**LET'S FACE IT!**  
only the **BEST**  
is good  
enough!



54-40 apron with patch  
54-30 apron without patch

## APRONS

by

*Sawyer*

FROG BRAND ®

SAWYER Neoprene Latex Aprons offer all these important advantages:

- economical protection against all costly hazards!
- can't crack, blister or peel — absolutely not affected by grease, oil or fats!
- maximum resistance to snagging, rubbing, scraping!
- can be scrubbed with stiff brushes in hot water or caustic solutions!
- every apron reversible — (use both sides)
- coated on both sides by Sawyer's exclusive "satur-anchoring" process!
- seams completely filled with Neoprene Latex coating — no cracks or crevices — no chance for dirt to hide!

Give your personnel the best... give them SAWYER!

**MAKE US PROVE IT!**

**FOR SAFETY'S SAKE**  
**THE H. M. SAWYER & SON CO.**

A Division of Sawyer-Tower, Inc.  
16 THORNDIKE ST., CAMBRIDGE, MASS.

Please send me catalog and name of nearest jobber.

Name \_\_\_\_\_

Company \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_ Zone \_\_\_\_\_

State \_\_\_\_\_

**RUSH COUPON TODAY!**

ft.; retail meat holding cooler, 20 x 49 ft., and small freezer, 9 x 9 ft.

The plant's storage freezer will hold about 200,000 lbs. of product. Next to it is the quick freezing freezer which will handle 25,000 lbs. of meat over a 24-hour period.

The portion control layout is one of the plant's most interesting features. The 20 ft. x 68 ft. room is set up to fabricate steaks, hamburger patties, roasts, stew meats, chops and veal cutlets. The room is being equipped with the latest type contact freezing equipment to handle the portion packages.

In addition to the areas shown in this photographic presentation, there are: A curing cooler with 26,000-lb. storage capacity and a pickling department set up to handle formula-making and pumping; an equipment washroom that handles all plant

equipment, and the men's dressing room with 75 steel lockers and complete shower and toilet facilities.

The refrigeration compressor room is equipped with five York ammonia compressors. The area will permit installation of additional units in the event of future expansion. Total refrigeration capacity in the plant equals 70 tons. All equipment is fully automatic with Belmont liquid level controls. Refrigeration cooling units throughout the plant are Gebhardt circulators, fully automatic in the refrigeration and defrosting cycles.

Freezers are equipped with automatic Thermobank units.

Other equipment includes: Fire sprinklers by Automatic Sprinkler Corp. of America; Sylvania super-deluxe white slim-line lights of fluorescent type, 350 of them in the whole plant except the freezers.



ONE SECTION (above) of the 7,500-sq. ft. room in which 60 employees work. All tables are hardwood and stainless steel. The area also includes a packaging and packing space. The beef cooler (right) will hold 200 quarters and is the center for hamburger manufacture—about 10,000 lbs. per day. Other features of the plant include separate receiving and shipping docks, a penthouse with kitchen facilities for executive and customer use and a 100-car parking lot.



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## Illinois Farmers Take To television To Push Meat

Farmers in Iroquois county, Ill., have decided to "keep the government out of the livestock business" rather than cry for aid from Uncle Sam, according to Russell Perkins, chairman of the Farm Bureau pork promotion committee in the county.

Perkins, who farms near Thawville, explained that the farm group is sponsoring a trial run on a Champaign, Ill., television station to try to stir up enthusiasm among the approximately 30 counties in that viewing area. They expect to solicit funds from locals in those 30 counties to further the project.

Perkins added, "We purchased five spot announcements and are having bureau leaders in the 30 counties watch the announcements and consider the merit of continuing the sponsorship."

Perkins said, "The federal government cannot and should not become price-fixers in livestock channels. The agricultural situation is a responsibility of the farm people. Farmers must realize that they are going to have to sell their own wares just like business people sell television sets, automobiles, tobacco, deep-freezers, etc. We hope we can put this method on a permanent basis."

## Federal Grading Endorsed By Wool Growers Group

Federal grading of lamb on a voluntary basis was endorsed by the National Wool Growers Association at the organization's 91st annual convention at Fort Worth.

A resolution also urged changes in the present grading specifications for the Choice grade of lamb, as recommended last June by the lamb grading conference held at Salt Lake City.

## Stepped-up Beef Buying

The Defense Department has assured the USDA that it will continue for 60 days its present program for accelerated purchases of boneless beef from heavy cattle now going to market. The program began in December.

## Regional Convention Set

The 1956 convention of Regional Area No. 5 of the National Renderers Association has been set for September 23-24 at the Plankinton Hotel, Milwaukee, according to a recent announcement by A. R. Gerlach, secretary-treasurer of the area group.

## HOLLENBACH

For your  
Protection  
do not solicit  
retail accounts.



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A REAL SALES BUILDER!

Other "314" products include:

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We manufacture all  
types of dry and semi-  
dry sausage, and can  
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**HOLLENBACH**  
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2653 OGDEN AVE., CHICAGO 8, ILL.

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IT PAYS to PROTECT Your PAYLOAD WITH ...

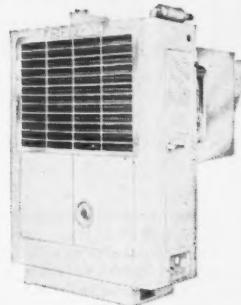
## Thermo King

TRUCK REFRIGERATION

Ask About the New  
THERMO KING MODELS

## U. S. THERMO CONTROL CO.

44 SO. 12th ST., MINNEAPOLIS 3, MINN.



## cindus

Reg. U. S. Pat. Off.

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- BARREL LINERS
- CUT SHEETS

Protective packaging  
... at its best!

Call or write for prices and  
delivery arrangements to suit  
your needs.

CINCINNATI INDUSTRIES INC.

Cincinnati 15, (Lockland) Ohio

# Here's a good man to know— an expert on saving money

This is your Koppers salesman. He can show you how to save money through the use of **dbpc®** food grade antioxidant—Koppers' economical inhibitor that protects foods against deterioration for slightly more than one cent per 100 pounds.

He'll show you, too, how you can formulate your own antioxidant solutions with white, free-flowing **dbpc** crystals—highly soluble in animal and vegetable oils. Furthermore, **dbpc** possesses good

stability, is convenient to handle, and does not impart color, odor or flavor to foods.

It will be worth your while to find out how an extremely small amount of **dbpc**—as little as 1 part in 10,000—added to the product at the time of processing can effectively inhibit deterioration, reduce waste and save you money. For complete information, write to Koppers Company, Inc., Chemical Division, Dept. NP-26, Pittsburgh 19, Pennsylvania.



## Koppers Chemicals

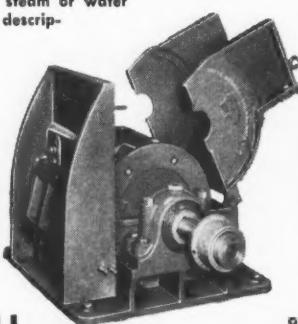
SALES OFFICES: NEW YORK • BOSTON • PHILADELPHIA • ATLANTA • HOUSTON • CHICAGO • DETROIT • LOS ANGELES

THESE EFFICIENT HIGH SPEED

## M & M MEAT GRINDERS

QUICKLY GRIND AND  
REDUCE WASTE MATERIAL

Slaughter and packing houses and rendering plants find M & M Meat Hogs ideal for the quick reduction of material such as shop fats and bones, carcasses, dead stock, or other wastes. These machines grind material to the most efficient cooking size, thereby improving quality of the grease. M & M Meat Hogs are designed so that material will not collect on the inside of the knife carrying rotor or cause unbalance. No steam or water jets are required. Write for our descriptive literature.



MITTS & MERRILL

1001 South Water Street  
SAGINAW, MICHIGAN

40

M & M Meat Hogs are available  
in many sizes, specially designed  
for various operations.

92

Carlots

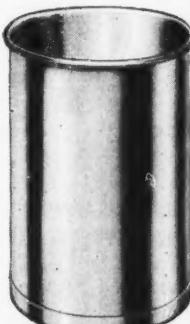


Barrel Lots

DRESSED BEEF  
BONELESS MEATS AND CUTS  
OFFAL

**SUPERIOR PACKING CO.**  
CHICAGO ST. PAUL

**STANcase**  
STAINLESS STEEL  
EQUIPMENT



Sanitary STAINLESS STEEL  
DRUMS

SANITARY EQUIPMENT ruggedly constructed  
for long-life service of 16 ga. Stainless Steel.  
Inside surfaces are seamless; maintained spark-  
lingly clean and sanitary with minimum labor.  
FULLY APPROVED BY HEALTH AUTHORITIES  
WRITE FOR CATALOG OF STANCASE  
STAINLESS STEEL EQUIPMENT

Manufactured by

**The Standard Casing Co., Inc.**  
121 Spring Street New York 12

Model No. 30—30 gal. cap.  
Model No. 55—55 gal. cap.  
Model No. 60—60 gal. cap.  
COVERS AVAILABLE FOR  
No. 30 and No. 55

THE NATIONAL PROVISIONER

# ALL MEAT . . . output, exports, imports, stocks

## Meat Output Down; 13% Above 1955

Meat production, although fluctuating from week to week so far this year, last week went through its fourth consecutive period of larger volume than for any corresponding week last year. Output for the week ended February 4 under federal inspection totaled 414,000,000 lbs. for a small decline from 416,000,000 lbs. turned out the week before, but ranged 12 per cent larger than the 365,000,000 lbs. in the same 1955 period. All classes, save calves, contributed to the edge over last year. Cattle slaughter, while down 6 per cent from the previous week was 9 per cent above a year ago, while that of hogs was 6 per cent above the week before and 17 per cent larger than last year. Slaughter of sheep and lambs showed a 16 per cent edge over the same 1955 week.

Week ended	BEEF		PORK (Excl. lard)		TOTAL MEAT PROD. MII. lbs.
	Number M's	Production MII. lbs.	Number M's	Production MII. lbs.	
Feb. 4, 1956	363	203.6	1,371	179.9	
Jan. 28, 1956	386	216.5	1,299	170.4	
Feb. 5, 1955	332	177.4	1,175	159.7	

Week ended	VEAL		LAMB AND MUTTON		TOTAL MEAT PROD. MII. lbs.
	Number M's	Production MII. lbs.	Number M's	Production MII. lbs.	
Feb. 4, 1956	130	14.6	307	15.3	414
Jan. 28, 1956	127	14.2	319	15.3	416
Feb. 5, 1955	133	14.8	264	13.0	365

1950-56 HIGH WEEK'S KILL: Cattle, 427,165; Hogs, 1,859,215; Calves, 185,965; Sheep and Lambs, 369,561.					
1950-56 LOW WEEK'S KILL: Cattle, 154,814; Hogs, 641,000; Calves, 55,241; Sheep and Lambs, 137,677.					

AVERAGE WEIGHTS AND YIELD (LBS.)					
CATTLE			HOGS		
	Live	Dressed		Live	Dressed
Feb. 4, 1956	1,020	561		236	131
Jan. 28, 1956	1,020	561		236	131
Feb. 5, 1955	981	534		242	136

SHEEP AND LAMBS					
CALVES			LARD PROD. Per cwt. MII. lbs.		
	Live	Dressed		Live	Dressed
Feb. 4, 1956	205	112		50	15.3
Jan. 28, 1956	205	112		48	15.3
Feb. 5, 1955	205	111		49	14.2

## December Meat Production 7% Above Year Before; 1955 Total New Record

COMMERCIAL livestock slaughter plants produced 2,430,000,000 lbs. of red meat during December, according to the Crop Reporting Board. This was 1 per cent above the output of 2,403,000,000 lbs. in November and 7 per cent above the 2,270,000,000 lbs. for December 1954. Commercial meat production includes slaughter in federally inspected plants and other wholesale and retail plants, but not farm kill.

Meat production in 1955 totaled 25,515,000,000 lbs., establishing a new yearly record which was 7 per cent above the previous record high of 23,805,000,000 lbs. produced in 1954. Comparing 1955 with 1954, beef production was up 5 per cent, pork production was up 13 per cent and mutton and lamb output was up 4 per cent. Production of veal was down 4 per cent. Lard production gained 16 per cent over a year earlier. Farm output would bring the year's aggre-

gate to about 26,520,000,000 lbs. of meat.

December beef production totaled 1,116,000,000 lbs., compared with 1,139,000,000 lbs. in November and 1,072,000,000 lbs. for the same month a year earlier.

Beef production for the year totaled 13,225,000,000 lbs., the highest annual output on record and 5 per cent above the previous record of 12,601,000,000 lbs. produced in 1954. Cattle slaughter totaled 25,758,200 head during 1955. This was also a record and exceeded 1954, the previous record, by 3 per cent.

Veal production for the month of December totaled 113,000,000 lbs. compared with 129,000,000 lbs. a month before and 123,000,000 lbs. a year earlier.

Slaughter of calves for the year at 12,384,700 head was 3 per cent fewer than the 12,746,000 slaughtered in 1954. Veal production in the

## See 20% Increase In Lard Exports This Market Year

Exports and shipments of lard in the 1955-56 marketing year are expected to reach about 700,000,000 lbs., the Agricultural Marketing Service has indicated. This would be about 20 per cent more than in the previous year and the largest since the 1951 marketing year.

Nearly all of the increase probably will go to Yugoslavia, the United Kingdom and Brazil. Last year, Yugoslavia and Britain took 16,000,000 and 132,000,000 lbs., respectively, while Brazil bought none. Exports and shipments of lard in October-November 1955 totaled 133,000,000 lbs., or about 24,000,000 lbs. more than in the same period a year earlier. The estimate for December 1955 was 80,000,000 lbs.

## U. S. Rejects Australian Request For Tariff Cuts in Meat, Wool

The United States has rejected an Australian request for negotiations on the reduction of the U. S. tariffs on wool and meat, trade sources have disclosed. The Graziers Federal Council of Australia requested such a reduction under the U. S. reciprocal trade agreement act.

year totaled 1,487,000,000 lbs., 4 per cent smaller than the output of 1,551,000,000 lbs. a year earlier.

December pork production was estimated at 1,140,000,000 lbs., 6 per cent above 1,074,000,000 lbs. a month ago and 13 per cent above the 1,012,000,000 lbs. in December of last year. Lard production for the month totaled 292,000,000 lbs., compared with 265,000,000 lbs. in November and 259,000,000 lbs. in December 1954.

Pork production in 1955 totaled 10,056,000,000 lbs., up 13 per cent from 8,932,000,000 lbs. the previous year. The number of hogs killed in 1955 totaled 74,442,400 head, 15 per cent more than the 64,826,700 head killed during 1954.

Production of mutton and lamb in December at 61,000,000 lbs., was the same as a month and a year earlier.

Total sheep and lamb slaughter for 1955 was estimated at 16,292,200 as against 15,919,600 head in 1954. Output of mutton and lamb during the year was 747,000,000 lbs., 4 per cent more than the 721,000,000 lbs. produced in 1954.



## Three ways to pack... One way to sell with Look-Pak by Marathon

Marathon's famous Look-Pak is made to order for any type of packing operation . . . and the finished, packaged product is the same eye-appealing customer stopper regardless of the method used.

One version of Look-Pak is designed specifically for hand packaging and overwrapping. Another, with film overwrap glued in place, is called Cell-On. It's designed for hand or semi-automatic equipment such as the Great Lakes Sealer. A special feature makes this package adjustable for nine or ten frankfurters.

A third version of Look-Pak is designed for automatic forming, manual filling, automatic close and overwrap. Whatever method is used, Look-Pak makes your product look its appetizing best in the meat counter.

**Ask the Man from Marathon about versatile Look-Pak for frankfurters. He'll be glad to give you complete information and trial samples to fit your operation. Or write Marathon Corporation, Dept. 330, Menasha, Wisconsin. In Canada: Manchester Paper Boxes Limited, Toronto.**

**MARATHON CORPORATION**  
Menasha, Wisconsin

# PROCESSED MEATS . . . SUPPLIES

## U. S. Buys 7,218,450 Lbs. More Pork; Total, 101,862,450 Lbs.

The U. S. Department of Agriculture reported purchases late last week of 7,218,450 lbs. of canned pork products, bringing the total of pork and lard purchases under the program to 101,862,450 lbs. since November, when the program began.

Purchases last week were for 3,562,650 lbs. of canned pork and gravy at prices ranging from 66.45c to 68.50c per lb., 1,603,800 lbs. of pork luncheon meat packed in 6-lb. tins at 43.90c to 44.90c per lb. and 468,000 lbs. packed in 12-oz. tins at 45.38c to 46.38c per lb., and 1,584,000 lbs. of canned ham at 63.50c to 66.00c per lb.

Of the 101,862,450 lbs. of pork products purchased through last week, 70,907,250 lbs. were canned products (39,076,050 lbs. of pork and gravy, 18,763,200 lbs. of luncheon meat, and 13,068,000 lbs. of canned ham) and 30,955,200 lbs. were lard, which is not being purchased currently. About \$46,000,000 of Section 32 (tariff) funds have been expended so far for purchases.

Awards last week were made to 12 of 19 bidders who offered a total of 6,107,400 lbs. of canned pork and gravy, to nine who offered a total of 1,782,000 lbs. of pork luncheon meat packed in 6-lb. tins, and one of two who offered a total of 504,000 lbs. of pork luncheon meat packed in 12-oz. tins, and eight of nine bidders who offered a total of 1,872,000 lbs. of canned ham.

### DOMESTIC SAUSAGE

(l.c.l. prices)	
Pork sausage, hog cas.	36
Pork sausage, bulk . . . . .	20 @ 28%
Pork sausage, sheep cas.	45
1-lb. pkge. . . . .	45 @ 47
Pork sausage, sheep cas.	42 @ 45
Frankfurters, sheep cas. 47 1/2 @ 55	
Frankfurters, skinless . . . . .	39 @ 40
Bologna (ring) . . . . .	37 @ 41
Bologna, artificial cas. . . . .	31 @ 32 1/2
Smoked liver, hog bungs 40% @ 44	
Smoked liver, art. cas. 33% @ 35	
New Eng. lunch, spec. 50	57
Polish sausage, smoked . . . . .	49 @ 54
Turkey and Blood . . . . .	32 1/2 @ 38
Olive loaf . . . . .	44 @ 44 1/2
Pepper loaf . . . . .	47 1/2 @ 52
Pickle & Pimento loaf . . . . .	37 @ 40 1/2

### SEEDS AND HERBS

(l.c.l. prices)	
Ground	
Whole for sausage	
Caraway seed . . . . .	26 31
Comino seed . . . . .	24 29
Mustard seed, fancy . . . . .	23
Yellow American . . . . .	17
Oregano . . . . .	34
Coriander	
Morocco . . . . .	21 25
Marjoram, French 48	55
Sage, Dalmatian, No. 1 . . . . .	58 66

### Lard Output in 1955 Second Largest In Decade; Yield Up

Although the hog producer has been concentrating his efforts on breeding and feeding his stock for meat rather than for fat in the last couple of years, with the year recently ended seemingly producing the best results, the yield of lard per hog last year was up for the third straight year and equal to the fourth largest in ten years, the table at right indicates. Average live weight at 237 lbs. was equal to the second lowest for the period, shaded only by 235 lbs. in 1952.

The approximately 74,000,000 hogs slaughtered commercially last year yielded about 33.4 lbs. of lard on the average for a year's total of about 2,575,000,000 lbs. of lard. The only larger total lard production year in the decade was 1951, when the aggregate volume was 2,634,000,000 lbs. Lard yield per hog amounted to 33.8 lbs. that year, when fat was vital to the Korean war effort.

The lowest lard yield for the ten years under comparison was 31.2 lbs. in 1947, when other factors as corn crop and prices affected feeding and conditioning of the animals. That year's total lard output of about 1,887,000,000 lbs. was the smallest of the decade, when demand fell off sharply following World War II.

Number and average live weight of total commercially slaughtered hogs, yield of lard per hog and per 100 lbs. live weight, and total com-

mercial production of lard for ten years is as follows:

Yr. begin Oct.	Hog slaughter Number	Av. live wt.	Hog Cwt.	Yield of lard per Lbs. Lbs. Lbs. Lbs.	Lard Million
1946	60,879	250	32.2	12.9	1,963
1947	60,518	245	31.2	12.7	1,887
1948	62,600	245	33.7	13.8	2,112
1949	65,876	239	33.4	14.0	2,301
1950	74,546	241	33.6	13.9	2,506
1951	75,027	237	33.8	14.2	2,634
1952	70,513	235	32.1	13.7	2,262
1953	63,467	238	32.0	13.4	2,028
1954*	71,139	239	33.3	13.9	2,568
1955*	77,100	237	33.4	14.1	2,575

\*Data in table include estimate for farm lard.

\*Preliminary. \*Forecast.

### ST. LOUIS PROVISIONS

Provision stocks in St. Louis and East St. Louis on January 31, 1956 totaled 12,980,160 lbs. of pork meats compared with 11,080,058 lbs. at the close of December and 14,336,175 lbs. a year earlier, the St. Louis Livestock Exchange has reported. Lard stocks totaled 5,843,946 lbs. compared with 6,200,975 lbs. a month before and 3,865,734 lbs. a year earlier. December 31 pork stocks were much below the five-year average of 19,576,623 lbs.

### Meat Index Rise Continues

The Bureau of Labor Statistics wholesale price index on meats rose sharply to 75.7 in the week ended January 31 from 73.1 the week before. Meats led the list of farm products which raised the average primary market index to 112.0 per cent from 111.7 the previous week. Both indexes were the highest in several weeks, but the latter showed a decline from the January 1955 index of 110.1, while meats were still far below the 86.4 of a year earlier.

### DRY SAUSAGE

#### (l.c.l. prices)

(l.c.l. prices)	
Cervelat, ch. hog bungs . . . . .	85 @ 88
Thuringer . . . . .	45 @ 48
Farmer . . . . .	68 @ 71
Holsteiner . . . . .	70 @ 73
B. C. Salami . . . . .	75 @ 78
Pepperoni . . . . .	64 @ 68
Genoa style salami, ch. . . . .	90 @ 93
Cooked Salami . . . . .	40 @ 46
Sicilian . . . . .	81 @ 84
Goteborg . . . . .	68 @ 71
Mortadella . . . . .	45 @ 49

### SPICES

(Basis, Chgo., orig. blb., bags, bales)

	Whole	Ground
Allspice, prime . . . . .	1.60	1.09
Resifted . . . . .	1.07	1.18
Chili Powder . . . . .	47	
Chili Pepper . . . . .	41	
Cloves, Zanzibar . . . . .	59	65
Ginger, Jam, unbl. . . . .	72	79
Mace, fancy, Banda 3.25 . . . . .	3.50	
West Indies . . . . .	3.40	
East Indies . . . . .	3.60	
Mustard flour, fancy . . . . .	37	
No. 1 . . . . .	33	
West India Nutmeg . . . . .	90	
Paprika, Spanish . . . . .	51	
Pepper cayenne . . . . .	54	
Pepper:		
Red, No. 1 . . . . .	54	
White . . . . .	54	57
Black . . . . .	44	48

### SAUSAGE CASINGS

(l.c.l. prices quoted to manufacturers of sausages)

#### Beef Casings:

Rounds—	
Export, har. . . . .	32/35
mm. . . . .	1.15 @ 1.25
Export, med. . . . .	35/38 . . . 90 @ 1.05
Export, mod. wide . . . . .	38/40 . . . . .
mm. . . . .	1.10 @ 1.50
Export, wide, 40/44 . . . . .	1.30 @ 1.65
Export, jumbo, 44/up . . . . .	2.00 @ 2.25
Domestic, reg. . . . .	70 @ 75
Domestic, wide . . . . .	80 @ 1.00
No. 1 weas., 24 in. up . . . . .	12 @ 16
No. 2 weas., 22 in. up . . . . .	9 @ 13
Middles—	
Selected, 1 1/2 @ 2 1/2 in. . . . .	1.25 @ 1.65
Selected, wide, 2 1/2 in. . . . .	1.75 @ 2.30
Extra selected . . . . .	
2 1/2 @ 2 1/2 in. . . . .	1.85 @ 2.50
Beef bungs, exp. No. 1 . . . . .	25 @ 34
Beef bungs, domestic . . . . .	18 @ 25
Dried or salt, bladders, piece:	
8-10 in. wide, flat . . . . .	9 @ 11
10-12 in. wide, flat . . . . .	10 @ 11
12-15 in. wide, flat . . . . .	11 @ 18

#### Pork Casings:

Extra narrow, 29 mm. & down . . . . .	4.00 @ 4.35
Narrow, medium, 29 @ 32 mm. . . . .	3.70 @ 4.15
32 @ 35 mm. . . . .	2.25 @ 2.60
35 @ 38 mm. . . . .	1.75 @ 1.90

### Hog Bungs—

Sav. . . . .	54 @ 60
Export, 24 in. cut . . . . .	55 @ 52
Large prime, 34 in. . . . .	27 @ 36
Med. prime, 34 in. cut . . . . .	20 @ 27
Small prime . . . . .	16 @ 22

Middles, 1 per set, cap off . . . . .

cap off . . . . .	55 @ 70
Sheep casting (per hank):	
26/28 mm. . . . .	5.25 @ 5.75
24/26 mm. . . . .	4.75 @ 5.90
22/24 mm. . . . .	4.75 @ 5.15
20/22 mm. . . . .	3.85 @ 4.40
18/20 mm. . . . .	2.95 @ 3.50
16/18 mm. . . . .	1.75 @ 2.30

### CURING MATERIALS

	Cwt.
Nitrite of soda, in 400-lb. bbls., del. or f.o.b. Chgo.	\$10.31
Pure rfd. powdered nitrate of soda, f.o.b. Chgo. gran. ton	5.65
Pure rfd. powdered nitrate of soda, f.o.b. Chgo. gran. ton	8.65
Salt, in min. car of 45,000 lbs., only paper sacked, f.o.b. Chgo. gran. ton	28.00
Rock, per ton in 100-lb. bags, f.o.b. whse., Chgo.	26.00
Sugar—	
Raw, 96 basis, f.o.b. N.Y.	5.85
Refined standard cane gran. basis (Chgo.)	8.50
Packers, curing sugar, 100-lb. bags, f.o.b. Reserve, La., less 2% . . . . .	8.35
Dextrose, per cwt.	
Spec. med., Cereclose, Reg. No. 53	7.55
Ex-Warehouse, Chicago	7.65

# CEBICURE® and CEBITATE®

(Ascorbic Acid Merck)

(Sodium Ascorbate Merck)

Now... M. I. B. approved for curing  
all Pork and Beef products



For bacon and ham—CEBITATE brings earlier development of a more uniform cure-color and retards fading.



For cooked, cured sausage products—millions of pounds are being produced each week with better, longer-lasting cure-color and protection against color fade by using CEBICURE or CEBITATE.

## OTHER TESTED USES

**Corned Beef**—CEBITATE speeds the development of uniform pink color, minimizes surface discoloration.

**Pickled Pigs Feet**—Add CEBITATE to curing pickle and CEBICURE to vinegar pickle to assure more appetizing color and better eye appeal.

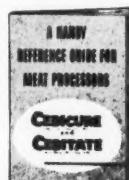
**New Development** is spray application of CEBICURE or CEBITATE to the surface of cured meats. This treatment is highly effective in protecting the color of such products as sliced luncheon meats, sliced bacon and hams.

## Only Cebicure and Cebitate offer all these advantages

- Especially designed for use in curing meat products. Both materials are free-flowing, non-dusting, and non-caking. Dissolve readily in cold water. Adapt easily to existing procedures. No additional equipment needed.
- Cut production costs by shortening curing time, eliminating pre-curing in many cases, reducing holding periods after pumping.
- Give meat products better, longer-lasting color, greater eye appeal, and faster movement at the point of sale.
- Guard against costly losses by retarding color-fade or loss of bloom during storage.
- Supplied in convenient avoirdupois packages. Shipped with transportation prepaid from conveniently located stock points.

### Send for FREE booklet

The Handy Reference Guide for Meat Processors gives tested procedures for using CEBICURE and CEBITATE, plus other valuable information needed in meat processing. Illustrated. For free copy, address Dept. NP. 211.



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for the Nation's Health*

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**MERCK & CO., INC.**

*Manufacturing Chemists*

RAHWAY, NEW JERSEY

# BEEF-VEAL-LAMB... Chicago and outside

## CHICAGO

Feb. 7, 1956

### WHOLESALE FRESH MEATS

#### CARCASS BEEF

	(l.c.l. prices)		
Native steer:			
Prime, 600/700	36	Hearts, reg., 100's	27 @28%
Choice, 500/700	32	Livers, sel., 30/50's	11
Choice, 700/800	29	Livers, reg., 35/50's	15 @15%
Good, 500/700	23 1/2	Lips, scalded, 100's	8 1/2 @ 9
Commercial cows	23 1/2	Tripe, scalded, 100's	5 1/2
Bull	23 1/2	Tripe, cooked, 100's	5 1/2
Canner & cutter cows	22 1/2	Melts, 100's	5 1/2
		Lungs, 100's	5 1/2 @ 5 1/2
		Udders, 100's	4 1/2

#### PRIMAL BEEF CUTS

	(l.c.l. prices)		
Prime:			
Hindqtrs., 5/800	49	Tongues, No. 1, 100's	27 @28%
Foreqtrs., 5/800	27	Hearts, reg., 100's	11
Rounds, all wts.	41 @42	Livers, sel., 30/50's	25
Td. loins, 50/70 (lcl.)	78 @83	Livers, reg., 35/50's	15 @15%
Sq. chuck, 70/90	28n	Lips, scalded, 100's	8 1/2 @ 9
Arm chucks, 80/110	26n	Tripe, scalded, 100's	5 1/2
Briskets (lcl.)	20	Tripe, cooked, 100's	5 1/2
Ribs, 25/35 (lcl.)	54 @57	Melts	5 1/2
Navels, No. 1	8 @ 8 1/2	Lungs, 100's	5 1/2 @ 5 1/2
Flanks, rough No. 1	10 1/2 @10%	Udders	4 1/2
Choice:			
Hindqtrs., 5/800	40		
Foreqtrs., 5/800	25 @25 1/2		
Rounds, all wts.	34 1/2 @39 1/2		
Td. loins, 50/70 (lcl.)	50 @61		
Sq. chuck, 70/90	28 @28 1/2		
Arm chucks, 80/110	26 @26 1/2		
Briskets (lcl.)	20		
Ribs, 25/35 (lcl.)	38 @42		
Navels, No. 1	8 @ 8 1/2		
Flanks, rough No. 1	10 1/2 @10 1/2		
Good:			
Rounds	38 @39		
Sq. cut chucks	27 @28		
Briskets	18 @19		
Ribs	37 @40		
Loins	45 @47		

#### COW & BULL TENDERLOINS

	C-O Grade	Frox. C/L
60@63	Cows, 3/dn.	60@62
76@80	Cows, 3/4	65@64
80@85	Cows, 3/5	71@74
88@92	Cows, 5/up	86@90
88@92	Bulls, 5/up	86@90

#### BEEF HAM SETS

	12/up	8/up	40
Insides			37
Outsides			40

	7 1/2/up	40
Knuckles		40

#### CARCASS MUTTON

	(l.c.l. prices)		
Choice, 70/down	15@16		
Good, 70/down	14@15		

### BEF PRODUCTS

Tongues, No. 1, 100's	27	@28%	
Hearts, reg., 100's	11		
Livers, sel., 30/50's	25		
Livers, reg., 35/50's	15 @15%		
Lips, scalded, 100's	8 1/2 @ 9		
Tripe, scalded, 100's	5 1/2		
Tripe, cooked, 100's	5 1/2		
Melts	5 1/2		
Lungs, 100's	5 1/2 @ 5 1/2		
Udders, 100's	4 1/2		

#### FANCY MEATS

	(l.c.l. prices)		
Beef tongues, corned	39 1/2		
Veal tongues, under 12 oz.	59		
12 oz. up	89		
Calf tongue, 1 lb./down	20		
Or tails, under 1/4 lb.	12		
Or tails, over 1/4 lb.	16		

#### BEF SAUS. MATERIALS

##### FRESH

C. C. cow meat, bbls.	31	@32	
Beef trim, 75/85, bbls.	35		
Beef trim, 85/90, bbls.	22 1/2		
Bon's chucks, bbls.	21		
Bon's chucks, bbls.	31 1/2 @32		
Beef cheek, meat	17		
trnd, bbls.			
Shank meat, bbls.	32 1/2		
Beef head meat, bbls.	14 1/2		
Veal trim, bon's, bbls.	24 1/2 @25		

#### VEAL—SKIN OFF

##### (Carcass)

	(l.c.l. prices)		
Prime, 80/110	45@46	@46.00@46.00	
Prime, 110/150	44@45	@45.00@45.00	
Choice, 50/80	36@39	@39.00@39.00	
Choice, 80/110	42@44	@44.00@44.00	
Choice, 110/150	42@44	@44.00@44.00	
Good, 50/80	30@36	@36.00@36.00	
Good, 80/110	37.00@39.00	@39.00@39.00	
Good, 110/150	37.00@39.00	@39.00@39.00	
Commercial, all wts.	26.00@33.00	@33.00@33.00	

#### CARCASS LAMB

	(l.c.l. prices)		
Prime, 40/50	34@37		
Prime, 50/60	32@34		
Choice, 40/50	34@37		
Choice, 50/60	32@34		
Good, all wts.	31@34		

### PACIFIC COAST WHOLESALE MEAT PRICES

FRESH BEEF (Carcass):	Los Angeles	San Francisco	No. Portland
Feb. 7	Feb. 7	Feb. 7	

#### STEER:

Choice:			
500-600 lbs.	\$31.00@33.00	\$33.00@35.00	\$31.00@34.00
600-700 lbs.	30.00@32.00	31.00@33.00	30.00@33.00
Good:			
500-600 lbs.	28.00@31.00	30.00@31.00	29.00@31.00
600-700 lbs.	27.00@29.00	28.00@30.00	28.00@30.00
Commercial:			
350-600 lbs.	26.00@30.00	27.00@29.00	26.00@29.00

#### COW:

Commercial, all wts.	23.00@25.00	24.00@28.00	23.00@27.00
Utility, all wts.	22.00@24.00	21.00@24.00	22.00@25.00
Canner, cutter	None quoted	18.00@22.00	22.00@25.00
Bull, util. & com'l	26.00@30.00	28.00@30.00	None quoted

#### FRESH CALF

Choice:			
200 lbs. down	37.00@39.00	38.00@40.00	37.00@40.00
Good:			
200 lbs. down	34.00@38.00	36.00@38.00	33.00@37.00

#### LAMB (Carcass):

Prime:			
40-50 lbs.	36.00@38.00	38.00@40.00	38.00@41.00
50-60 lbs.	35.00@37.00	36.00@38.00	37.00@41.00

#### Choice:

40-50 lbs.	36.00@38.00	37.00@39.00	38.00@41.00
50-60 lbs.	35.00@37.00	35.00@37.00	37.00@39.00
Good, all wts.	32.00@36.00	35.00@38.00	36.00@39.00

#### MUTTON (EWE):

Choice, 70 lbs. down	18.00@22.00	None quoted	14.00@16.00
Good, 70 lbs. down	18.00@22.00	None quoted	14.00@16.00

## NEW YORK

Feb. 7, 1956

### WHOLESALE FRESH MEATS

#### BEEF CUTS

(l.c.l. prices)

#### BEF CUTS

(l.c.l. prices)

# PORK AND LARD . . . Chicago and outside

## CHICAGO PROVISION MARKETS

From The National Provisioner Daily Market Service

### CASH PRICES

(Carlot Basis, Chicago Price Zone, Feb. 8, 1956)

SKINNED HAMS		BELLIES	
Fresh or F.F.A.	Frozen	Fresh or F.F.A.	Frozen
39	10/12	39	18n
39 1/2 @ 40	12/14	39	18
39 1/2 @ 40	14/16	39	18
37 1/2	16/18	37 1/2	17
35 1/2	18/20	33 1/2	14
33 1/2	20/22	33 1/2	14/16
33 1/2	24/26	33 1/2	14
32 1/2	25/30	32 1/2	13
28 @ 30	25 up, 2's in	29 1/2	18/20

Ham quotations based on product conforming to Board of Trade definition regarding new trim, effective January 9, 1956.

PICNICS		FRESH PORK CUTS	
Fresh or F.F.A.	Frozen	Job Lot	Car Lot
19 1/2	4/6	19 1/2	33
17 1/2 @ 17 1/2	6/8	17 1/2 @ 17 1/2	30 1/2 b
17 @ 17 1/2	8/10	17 @ 17 1/2	30
17n	10/12	17	29
16 1/2 @ 16 1/2	12/14	16 1/2 n	25
16 1/2 @ 16 1/2	8/10 up, 2's in	16 1/2 n	23

FAT BACKS		CURED	
Fresh or Frozen	Frozen	8n	8n
8n	8n	8	8
8n	10/12	9@ 9 1/2	9 1/2
9n	12/14	10 1/2	10 1/2
9n	14/16	10 1/2	10 1/2
10 1/2 n	16/18	11 1/2 @ 11 1/2	11 1/2 @ 11 1/2
10 1/2 n	18/20	11 1/2 @ 11 1/2	11 1/2 @ 11 1/2
10 1/2 n	20/25	11 1/2 @ 11 1/2	11 1/2 @ 11 1/2

### LARD FUTURES PRICES

NOTE: Add 1/2c to all price quotations ending in 2 or 7.

#### FRIDAY, FEB. 3, 1956

	Open	High	Low	Close
Mar. 11.70	11.75	11.67	11.70a	
May 12.05	12.15	12.05	12.10a	
July 12.45	12.45	12.45	12.45a	
Sep. 12.80	12.82	12.77	12.80a	

Sales: 2,760,000 lbs.  
Open interest at close Thurs., Feb. 2, Mar. 589, May 945, July 271, and Sept. 157 lots.

#### MONDAY, FEB. 6, 1956

	Open	High	Low	Close
Mar. 11.70	11.75	11.67	11.70a	
May 12.10	12.15	12.02	12.07b	
July 12.47	12.15	12.40	12.42b	
Sep. 12.80	12.82	12.77	12.77b	

Sales: 4,520,000 lbs.  
Open interest at close Fri., Feb. 3, Mar. 585, May 950, July 271, and Sept. 167 lots.

#### TUESDAY, FEB. 7, 1956

	Open	High	Low	Close
Mar. 11.67	11.95	11.67	11.90b	
May 12.12	12.35	12.10	12.27b	
July 12.45	12.62	12.45	12.60b	
Sep. 12.85	13.02	12.82	12.97b	

Sales: 9,120,000 lbs.  
Open interest at close Mon., Feb. 6, Mar. 567, May 976, July 275, and Sept. 172 lots.

#### WEDNESDAY, FEB. 8, 1956

	Open	High	Low	Close
Mar. 11.95	11.95	11.80	11.85a	
May 12.32	12.32	12.17	12.25a	
July 12.60	12.65	12.55	12.60a	
Sep. 13.00	13.00	12.95	12.95b	

Sales: 3,440,000 lbs.  
Open interest at close Tues., Feb. 7, Mar. 539, May 1,000, July 286, and Sept. 179 lots.

#### THURSDAY, FEB. 9, 1956

	Open	High	Low	Close
Mar. 11.85	11.85	11.77	11.80	
May 12.22	12.25	12.15	12.15	
July 12.55	12.57	12.50	12.50b	
Sep. 12.90	12.95	12.85	12.85b	

Sales: 3,000,000 lbs.  
Open interest at close Wed., Mar. 529, May 994, July 286, and Sept. 182 lots.

### CHGO. FRESH PORK AND PORK PRODUCTS

Feb. 7, 1956

	(l.c. prices)
Hams, skinned, 10/12...	40@40 1/2
Hams, skinned, 12/14...	40 1/2
Hams, skinned, 14/16...	40 1/2
Picnics, 4/6 lbs., loose...	21
Picnics, 6/8 lbs., (Job Lot)	19
Pork loins, bon'd., 100 lbs.	57
Shoulders, 16 n., loose...	24
Pork livers, 10 1/2 lbs.	10 1/2 @ 11
Tenderloins, fresh, 10's.	62 @ 64
Neck bones, bbls., 6 1/2 @ 7	7
Ears, 30's	12
Feet, s. c. 30's	6 1/2

### CHGO. PORK SAUSAGE MATERIALS—FRESH

(To Sausage Manufacturers in job lots only)

Pork trim., reg. 40%	10 1/2
bbts., guar. 50%	11 1/2
Pork trim., 80% lean,	25 1/2 @ 26
bbts., 95% lean,	33 @ 34
Pork head meat, trim...	14
Pork cheek meat, trim., bbls.	19 1/2 @ 21 1/2

### PACKERS' WHOLESALE LARD PRICES

Refined lard, tierces, f.o.b. Chicago

Refined lard, 50-lb. cartons, f.o.b. Chicago

Kettle rendered tierces, f.o.b. Chicago

Leaf kettle rendered tierces, f.o.b. Chicago

Lard flakes, f.o.b. Chicago

Neutral tierces, f.o.b. Chicago

Standard shortening, N. & S. (del.)

Hydro. shortening, N. & S. 21.25

### WEEK'S LARD PRICES

P.S. or Dry, Ref. in

Rend. Cash, Ready-to-eat, wrapped

(Tierces) Loose (Open

(Bd. Trade) Mkt. Mkt.

Feb. 3 11.50n 9.37 1/2n 11.50n

Feb. 4 11.50n 9.37 1/2n 11.50n

Feb. 6 11.35n 9.37 1/2n 11.50n

Feb. 7 11.60n 9.75n 12.00n

Feb. 8 11.55n 9.75n 12.00n

Feb. 9 11.50n 10.00n 12.25n

### LIGHT, MEDIUM HOGS LOSE MORE VALUE

(Chicago costs and credits, first two days of the week.)

Hog cut-out values varied unevenly as the two lighter-weight classes fell back further, but still clinging positive margins, while heavies rose back into the plus column after a previous week's dip into the negative side.

180-220 lbs.	220-240 lbs.	240-270 lbs.
Value	Value	Value
per cwt.	per cwt.	per cwt.
carc.	fin.	carc.
alive	yield	alive
Lean cuts	\$ 9.97	\$ 14.21
Fat cuts, lard	3.67	5.25
Ribs, trimm., etc.	1.35	1.96
Cost of hogs	\$13.26	\$13.00
Condemnation loss	.06	.06
Handling, overhead	1.55	1.38
TOTAL COST	\$14.87	\$21.24
TOTAL VALUE	\$14.87	\$21.24
Cutting margin	+\$ .12	+\$ .18
Margin last week	+\$ .34	+\$ .47

### PACIFIC COAST WHOLESALE PORK PRICES

Los Angeles San Francisco No. Portland

Feb. 7 Feb. 7 Feb. 7

FRESH PORK Carcass: (Packer Style)	(Shipper Style)	(Shipper Style)
80-120 lbs., U. S. 1-3, None quoted	None quoted	None quoted

120-170 lbs., U. S. 1-3, \$24.00@25.50

FRESH PORK CUTS No. 1:

LOINS:

8-10 lbs. 35.00@40.00

10-12 lbs. 35.00@40.00

12-16 lbs. 35.00@40.00

HAMS, skinned:

12-16 lbs. 41.00@46.00

16-18 lbs. 41.00@47.00

BACON, "Dry" Cure No. 1:

6-8 lbs. 32.00@40.00

8-10 lbs. 30.00@37.00

10-12 lbs. 29.00@35.00

BACON, "Dry" Cure No. 2:

1-1/2 lbs. 13.50@15.50

5-10 lbs. 12.50@14.50

TIERCES 11.50@13.00

PIECES: 4-8 lbs. 28.00@32.00

PIECES: 8-10 lbs. 28.00@33.00

PIECES: 10-12 lbs. 28.00@34.00

PIECES: 12-16 lbs. 28.00@35.00

PIECES: 16-20 lbs. 28.00@36.00

PIECES: 20-24 lbs. 34.00@36.00

PIECES: 24-28 lbs. 34.00@37.00

PIECES: 28-32 lbs. 34.00@38.00

PIECES: 32-36 lbs. 34.00@39.00

PIECES: 36-40 lbs. 34.00@40.00

PIECES: 40-44 lbs. 34.00@41.00

PIECES: 44-48 lbs. 34.00@42.00

PIECES: 48-52 lbs. 34.00@43.00

PIECES: 52-56 lbs. 34.00@44.00

PIECES: 56-60 lbs. 34.00@45.00

PIECES: 60-64 lbs. 34.00@46.00

PIECES: 64-68 lbs. 34.00@47.00

PIECES: 68-72 lbs. 34.00@48.00

PIECES: 72-76 lbs. 34.00@49.00

PIECES: 76-80 lbs. 34.00@50.00

PIECES: 80-84 lbs. 34.00@51.00

PIECES: 84-88 lbs. 34.00@52.00

PIECES: 88-92 lbs. 34.00@53.00

PIECES: 92-96 lbs. 34.00@54.00

PIECES: 96-100 lbs. 34.00@55.00

PIECES: 100-104 lbs. 34.00@56.00

PIECES: 104-108 lbs. 34.00@57.00

PIECES: 108-112 lbs. 34.00@58.00

PIECES: 112-116 lbs. 34.00@59.00

PIECES: 116-120 lbs. 34.00@60.00

PIECES: 120-124 lbs. 34.00@61.00

PIECES: 124-128 lbs. 34.00@62.00

PIECES: 128-132 lbs. 34.00@63.00

PIECES: 132-136 lbs. 34.00@64.00

PIECES: 136-140 lbs. 34.00@65.00

PIECES: 140-144 lbs. 34.00@66.00

PIECES: 144-148 lbs

ide

VALUE  
(week.)

two lighter  
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de.

240-270 lbs.—  
Value  
per cwt.  
wt. fin.  
live yield  
9.39 \$13.16  
3.24 4.50  
1.20 1.66  
2.29  
.06  
1.24  
3.59 \$19.00  
5.88 19.32  
.24 +\$ .32  
.08 — .98

PRICES

No. Portland  
Feb. 7  
(Upper Style)  
None quoted  
23.50@25.00

38.00@41.00  
35.00@42.00  
38.00@41.00

28.00@33.00

45.00@50.00  
44.00@49.00

36.00@39.00  
34.00@36.00  
32.00@34.00

13.50@16.00  
None quoted  
12.00@15.00

PORK

SED  
LB.  
2... 32@35  
16... 32@35

None qtd.  
28@30  
29@31  
None qtd.

3ED  
U.S. 1-3 Lb.  
33@36  
33@35  
20@24  
34@36  
44@46  
44@46  
22@26  
30@32

TATOS

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SIONER



Re: The Tulsa Winch (A Division of Vickers, Inc.)  
Tulsa, Oklahoma

## Better customer relations through improved packaging\*

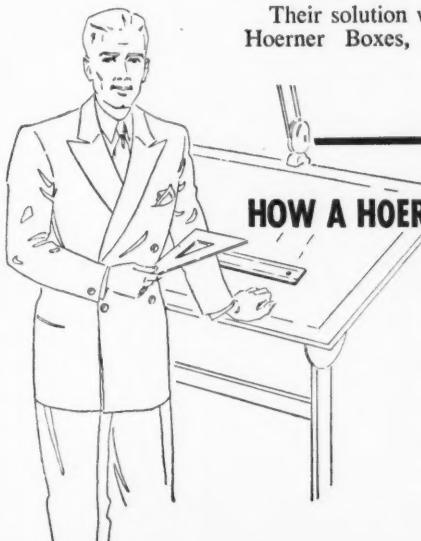
Tulsa Winch manufactures power dividers, hanger bearings, power take-offs, transmissions, and winches. They used to ship some of these items in poorly designed boxes and wire-bound crates, but they received too many complaints from customers. The units were difficult to handle and store, they damaged easily, the crates couldn't carry advertising and instructions. Something had to be done.

Their solution was a phone call to Hoerner Boxes, Inc. A Hoerner

Packaging Engineer went to Tulsa, made a complete study of the shipping operation, designed corrugated containers and thoroughly tested their strength.

Since his designs have been adopted by Tulsa Winch, customer complaints have stopped, the items can be packaged speedily for rush shipments, they're easy to handle and store, and the container does a selling job for Tulsa Winch.

\*The Hoerner Packaging Engineer responsible: Marvin C. Catron



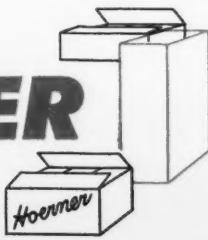
### HOW A HOERNER PACKAGING ENGINEER CAN HELP YOU!

If your company packages things, have a Hoerner Packaging Engineer make a study of your shipping operation. It doesn't cost you a cent or obligate you in any way. It can mean an increased margin of profit through savings in labor and material plus prevention of shipping losses. It can help you serve your customers better. Just write to one of the Hoerner plants or offices listed below.

**Packaging Engineers**—Designers  
and manufacturers of corrugated boxes.

# HOERNER

**GENERAL OFFICES**  
600 Morgan St., Keokuk, Iowa



**SALES OFFICES**  
209 S. LaSalle St., Chicago 4 • 50 E. 42nd St., New York 17  
328 Park Ave., Urbana, Ohio • 2826 Main St., Kansas City, Mo.

# BOXES, INC.

**PLANTS**  
Keokuk, Des Moines and Ottumwa, Iowa • Sand Springs, Oklahoma  
Fort Smith and Little Rock, Arkansas • Sioux Falls, South Dakota  
Minneapolis, Minnesota • Fort Worth, Texas • Mexico City, Mexico

*added safety*

for

## NEW BOSS STUFFERS

Added safety features now available in Boss Stuffers create a bonus value of real and lasting importance. The new, extra safe Boss Stuffers cannot be opened while the piston is subjected to pressure, and cannot be closed while fingers are ex-

posed. Think for a moment what these safety features could save you in the uncertain months ahead.

Detailed information about the new Boss Stuffers will be sent promptly upon request.

### OTHER PROFIT MAKING FEATURES

#### BOSS STUFFERS

are built for capacities of 100 to 600 lbs.

On 400-500-600 pound sizes, lid and yoke swing on ball bearings for ease of opening and closing.

Lid is centered automatically when yoke is swung to "closed" position.

Rubber packed, semi-steel lid fits flush into safety ring for complete emptying of cylinder.

Yoke is electrically refined cast steel, and is equipped with spring actuated centering pin for perfect lid alignment.

Coarse pitch, double lead screw for rapid operation of lid.

Cylinder of heavy nickel bearing semi-steel is machined and polished inside for efficiency and cleanliness.

Flat top, floating piston has air tight packing. Piston and packing easily adjusted without removal of piston from cylinder. Piston fits flush against lid and safety ring for complete ejection of meat.

Right or left air intake (except 100 lbs. size which has one air intake only).

Globe valve and siphon create vacuum beneath piston for quick return.

Silencer for air exhaust.

Patented, stainless alloy Micro-Set Stuffer Valve is leak proof, non-binding and easily disassembled for cleaning.

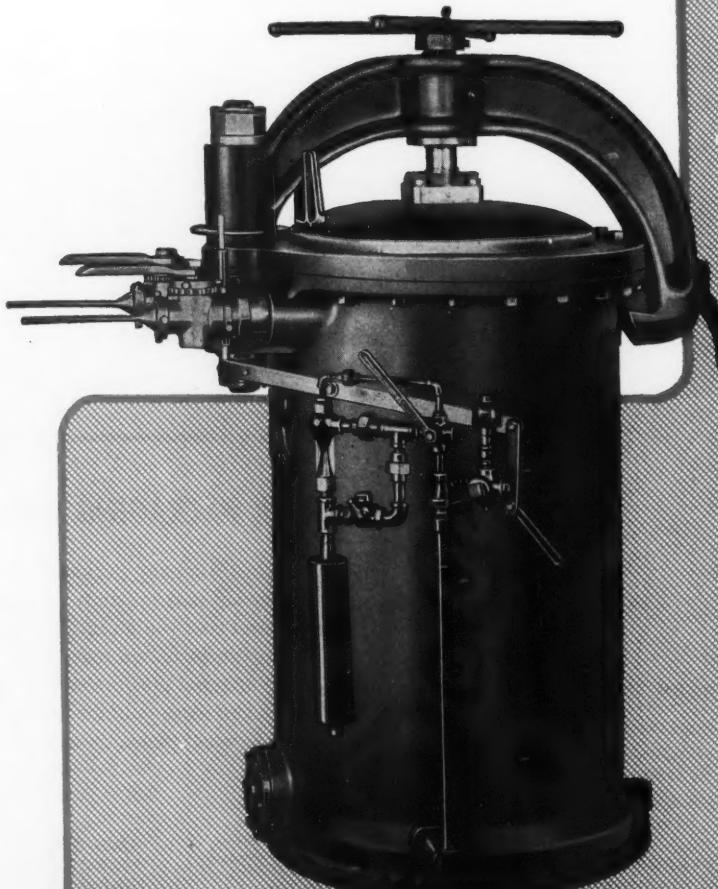
Two stuffer cocks on all but 100 lbs. size.

Two sets of stainless stuffer tubes with each stuffer (except 100 lbs. size, which is equipped with one set).

Zerk grease fittings throughout.



CHAS. B. SCHMIDT



THE *Cincinnati* BUTCHERS' SUPPLY COMPANY  
CINCINNATI 16, OHIO

# BY-PRODUCTS...FATS AND OILS

## BY-PRODUCTS MARKET

Wednesday, Feb. 8, 1956

### BLOOD

Unground, per unit of ammonia (bulk) ..... \*4.75n

### DIGESTER FEED TANKAGE MATERIAL

Wet rendered, unground, loose:  
Low test ..... \*5.00n  
Med. test ..... \*4.75n  
High test ..... \*4.75n  
Liquid stick, tank cars ..... \*1.75n

### PACKINGHOUSE FEEDS

50% meat, bone scraps, bagged, \$62.50@ 67.50  
55% meat, bone scraps, bulk ..... 60.00@ 65.00  
60% meat, scraps, bagged ..... 61.00@ 64.00  
60% digester tankage, bagged ..... 65.00@ 75.00  
60% digester tankage, bulk ..... 62.50@ 67.50  
50% blood meal, bagged ..... 110.00@ 117.50  
Steamed bone meal, bagged (spec. prep.) ..... 55.00  
60% steamed bone meal, bagged, 65.00@ 70.00

### FERTILIZER MATERIALS

Feather tankage, ground, per unit ammonia ..... 3.75@ 4.00  
Hoof meal, per unit ammonia ..... 6.25@ 6.35

### DRY RENDERED TANKAGE

Low test, per unit prot. ..... \*1.05@ 1.10n  
Med. test, per unit prot. ..... \*1.00@ 1.05n  
High test, per unit prot. ..... \* .95@ 1.00n

### GEELATINE AND GLUE STOCKS

Calf trimmings (limed) ..... 1.35@ 1.50  
Hide trimmings (green salted) ..... 6.00@ 7.00  
Cattle jaws, scraps and knuckles, per ton ..... 55.00@ 57.00  
Pig skin scraps and trimmings ..... 5.25@ 5.50n

### ANIMAL HAIR

Winter coil dried, per ton ..... \*125.00@ 135.00  
Summer coil dried, per ton ..... \*60.00@ 65.00  
Cattle switches, per piece ..... 4@5½  
Winter processed, gray, lb. ..... 21  
Summer processed, gray, lb. ..... 13@ 14  
n—nominal. n—asked. \*Quoted delivered.

## TALLOWS and GREASES

Wednesday, Feb. 8, 1956

A fair trade was consummated on Thursday last week, and again prices were shaded fractionally. Bleachable fancy tallow sold at 6½c, prime tallow at 6½c, special tallow at 6½c, choice white grease, not all hog, at 6½c, and yellow grease at 6½c, all c.a.f. Chicago. Yellow grease was the only item maintaining a firm undertone. Edible tallow was bid at 8½c, Chicago, but held at 8½c. Choice white grease, all hog, was bid at 7½c, c.a.f. East, but held at 7½c. Yellow grease was bid at 6½c, and special tallow at 7c, also c.a.f. East.

A better feeling came about on Friday, with buying inquiry basis 6½c, Chicago, on bleachable fancy tallow, but asking prices were raised ½@½c. Choice white grease, all hog, and bleachable fancy tallow traded at 7½c, delivered New York.

Some buyers' ideas were ½c higher on Monday of the week. B-white grease and special tallow were bid at 6½c, c.a.f. Chicago, but without re-

ported trade. Sellers held back. Steady prices were bid on produce for eastern destination, but again offerings are hard to uncover. Indications of 6½@6¾c, Chicago, were also in the market on yellow grease.

On Tuesday, large consumers were bidding 6¾c, Chicago, on bleachable fancy tallow, with dealer interest at 6¾c. Trade members were keeping a close watch on loose lard, which was in a strong position. B-white grease and special tallow were bid at 6½c, c.a.f. Chicago, and yellow grease at 6½c.

At midweek, no material change was registered. Inquiry was about steady, with offerings held up to ¼c higher. The trade indicated 6¾@6½c, c.a.f. Chicago, on yellow grease, product considered. Choice white grease, all hog, again sold at 7½c, c.a.f. East. Bleachable fancy tallow was bid at 7½c, c.a.f. East, on regular production, and 7½c on hard body materials. Edible tallow remained steady. Last sales were at 8%@8½c, Chicago basis.

**TALLOWS:** Wednesday's quotations: edible tallow, 8%@8½c; orig-

## 74 Years of Successful Service

TO  
SLAUGHTER HOUSES

Sell Your Inedible Material To Darling & Company For:

✓ INCREASED PROFITS to you

✓ TO GAIN USEFUL SPACE AND GREATER CLEANLINESS in and around your plant, we have a staff of trained personnel to assist you in all problems, whatever they may be.

# DARLING & COMPANY

### CHICAGO

4201 So. Ashland  
Chicago 9, Illinois  
Phone: YArds 7-3000

### DETROIT

P.O. Box #329  
MAIN POST OFFICE  
Dearborn, Michigan  
Phone: WARwick 8-7400

### CLEVELAND

P.O. Box 2218  
Brooklyn Station  
Cleveland 9, Ohio  
Phone: ONTario 1-9000

### CINCINNATI

Lockland Station  
Cincinnati 15, Ohio  
Phone: VAlley 2726

### BUFFALO

P.O. Box #5  
Station "A"  
Buffalo 6, New York  
Phone: FILmore 0486

OR CONTACT YOUR LOCAL DARLING & COMPANY REPRESENTATIVE

# HIDES AND SKINS

inal fancy tallow, 7@7½c; bleachable fancy tallow, 6½@6½c; prime tallow, 6½@6½c; special tallow, 6½c; No. 1 tallow, 6@6½c; and No. 2 tallow, 5½@5½c.

**GREASES:** Wednesday's quotations: choice white grease, not all hog, 6½@6½c; B-white grease, 6½c; yellow grease, 6½@6½c; house grease, 6@6½c; and brown grease, 5½c. Choice white grease, all hog, was quoted at 7½c, c.a.f. East.

## EASTERN BY-PRODUCTS

New York, Feb. 8, 1956

Dried blood was quoted Wednesday at \$4.50@4.75 per unit of ammonia. Low test wet rendered tankage was listed at \$4.50@4.75 per unit of ammonia and dry rendered tankage was priced at \$1.05 per protein unit.

## N.Y. COTTONSEED OIL FUTURES

FRIDAY, FEB. 3, 1956

	Open	High	Low	Close	Prev. close
Mar.	15.15	15.15	15.15	15.26	15.07b
May	15.27	15.27	15.27	15.38	15.22b
July	15.20b	15.20b	15.20b	15.40	15.22
Sept.	15.03b	15.03b	15.03b	15.25	15.06
Oct.	14.90b	14.90b	14.90b	15.02b	14.90b
Dec.	14.75b	14.75b	14.75b	14.90b	14.75b
Jan.	14.70n	14.70n	14.70n	14.90n	14.70n

Sales: 189 lots.

## MONDAY, FEB. 6, 1956

	Open	High	Low	Close	Prev. close
Mar.	15.25b	15.32	15.25	15.25b	15.26
May	15.42	15.50	15.30	15.48b	15.38
July	15.13	15.52	15.40	15.32	15.40
Sept.	15.30b	15.40	15.27	15.40b	15.27
Oct.	15.07	15.13	15.00	15.16	15.02b
Dec.	14.92b	15.03	14.93	15.03	14.90b
Jan.	14.92n	15.03	15.00	14.90n	14.90n

Sales: 315 lots.

## TUESDAY, FEB. 7, 1956

	Open	High	Low	Close	Prev. close
Mar.	15.38	15.41	15.30	15.20	15.25b
May	15.51	15.55	15.44	15.44	15.48b
July	15.54	15.58	15.47	15.47	15.52
Sept.	15.40b	15.46	15.36	15.36	15.40b
Oct.	15.15b	15.16	15.16	15.18	15.16
Dec.	15.05	15.05	14.94	14.94	15.03
Jan.	15.05n	15.05	14.95n	15.00n	15.00n

Sales: 213 lots.

## WEDNESDAY, FEB. 8, 1956

	Open	High	Low	Close	Prev. close
Mar.	15.10b	15.10	15.08	15.11	15.20
May	15.35	15.38	15.27	15.29b	15.44
July	15.38	15.40	15.30	15.35	15.47
Sept.	15.32	15.32	15.18	15.18	15.36
Oct.	15.00b	15.08	14.90	14.90	15.13
Dec.	14.85b	14.90	14.82	14.82	14.94
Jan.	14.80n	14.80n	14.80n	14.80n	14.95n

Sales: 325 lots.

## VEGETABLE OILS

Wednesday, Feb. 8, 1956

	Crude cottonseed oil, carlots, f.o.b.	
Valley	13a	
Southeast	13½n	
Texas	12½@12½n	
Cook oil in tanks, f.o.b. mills	14n	
Peanut oil, f.o.b. mills	17n	
Soybean oil, f.o.b. mills	12½n	
Coconut oil, f.o.b. Pacific Coast	10½n	
Cottonseed foot oil		
Midwest and West Coast	1½@1½n	
East	1½@1½n	

Sales: 4 lots.

## OLEOMARGARINE

Wednesday, Feb. 8, 1956

	White domestic vegetable	26
Yellow quarters		28
Milk churned pastry		24
Water churned pastry		23

Sales: 6 lots.

## OLEO OILS

Wednesday, Feb. 8, 1956

	Prime oleo stearine (slack barrels)	9½@10
Extra oleo oil (drums)		13½

n—nominal. a—asked. pd—paid.

**Heavy native steer hides sold down ½c on Tuesday—Other big packer production sold steady—Small packer hide market mixed—The 60-lb. average sold at 9c at midweek—Calfskin and kippskin markets quiet due to lack of offerings—Sheepskin market continues generally steady.**

## CHICAGO

**PACKER HIDES:** Branded steers sold ½c lower late Friday of last week as butts went at 9c and Colorados at 8½c. These selections sold steady earlier in the week, mostly in combination with other hides.

On Monday of this week, sales were light with steady prices generally paid. River heavy native steers and cows sold at 10½c. A car of heavy Texas steers brought 9c. A car of Denver branded cows traded at 10c.

A good volume of hides was moved on Tuesday. In early activity, butt-branded steers sold at 9c and Colorados brought 8½c. Chicago heavy native steers sold at 11c. Heavy native cows traded at 10½c and 11c, depending on point. Light native cows sold at 15c and 15½c. Branded cows traded at 10c and 10½c. Late in the day, heavy native steers sold ½c lower at 10c and 10½c. A car of St. Paul native bulls sold steady at 10c.

The hide market was a quiet affair at midweek, and no trading was reported up to early afternoon Wednesday.

**SMALL PACKER AND COUNTRY HIDES:** The small packer hide market was mixed pricewise on some averages, with overall activity reportedly slow. The 50-lb. average sold at 11½c to 12½c, depending on quality and production, in the Midwest. Bids on this average at midweek were heard at 12c, with some sellers asking 12½c. The 60-lb. average declined and sold at 9c at midweek in the Midwest. Some 42@43-lb. average sold out of the Southwest at 15c and 15½c. The country hide market was slow, with 8½c bid on 50@52-lb. average locker butchers, and some sellers asking up to 9½c for close-in freight points. Renderers were mostly nominal at 8@8½c.

**CALFSKINS AND KIPSKINS:** Light calf was reported bid at 40c but, due to lack of offerings, neither light or heavy calfskins traded up to midweek. There were no definite bids for heavy calf. Packers reported they

were well sold out on both calf and kippskin, some through March. In late midweek trading, however, kip sold at 30c and overweights at 27c.

**SHEEPSKINS:** Although demand for shearlings was reported good, actual trading was mostly limited. No. 1 shearlings sold at 2.75, No. 2's at 1.85, and fall clips at 3.25 in a car. The No. 3 shearlings were nominal at .75. Dry pelts failed to move at the asking price of 28c, and sales were made at 26@27c. The pickled skin market continued steady despite talk of lower prices. Lambs sold at 10.00 and sheep brought 12.00.

## CHICAGO HIDE QUOTATIONS

### PACKER HIDES

	Week ended Feb. 8, 1956	Cor. Week 1955
Hvy. Nat. steers	10 @10½n	10½@11n
Lt. Nat. steers	15n	13 @13½n
Hvy. Tex. steers	9n	11n
Ex. Igt. Tex.	14n	14½n
Butt brd. steers	9n	9½n
Col. steers	8½n	9n
Branded cows	10 @10½n	9½@10n
Hvy. Nat. cows	10½@11n	10½@11n
Lt. Nat. cows	15 @15½n	12½@13n
Nat. bulls	10n	12½n
Branded bulls	9n	7 @ 7½n

### Calfskins

Nor., 10/15	47½@52½n	37½n
10/down	45n	42½n

Kips, Nor., nat., 15/25, 30 24 @25n

### SMALL PACKER HIDES

	STEERS AND COWS:
60 lbs. and over	9n
50 lbs.	11½@12

### SMALL PACKER SKINS

Calfskins, all wts.	.38 @40n	23 @24n
Kips, all wts.	.23 @25n	17 @18n

### SHEEPSKINS

	Packer shearlings:
No. 1	2.75n
Dry Pelts	26 @27

Horsehides, Untrim... 8.00@8.50n 7.75@8.00n

## N. Y. HIDE FUTURES

### FRIDAY, FEB. 3, 1956

	Open	High	Low	Close
Apr.	12.05b	12.11	12.00	11.95b
July	12.45b	12.44	12.41	12.35b
Oct.	12.95b	12.96	12.81	12.81
Jan.	13.15b	13.15	13.15	13.06b
Apr.	13.30b	13.30	13.20b	13.35a
July	13.45b	13.45	13.40b	13.55a

Sales: 57 lots.

### TUESDAY, FEB. 7, 1956

	11.55b	11.65	11.65	11.81b	85a
Apr.	11.55b	11.65	11.65	11.81b	85a
July	12.05b	12.30	12.26	12.19b	23a
Oct.	12.50b	12.75	12.75	12.75	
Jan.	12.70b			12.93b	13.00a
Apr.	12.85b			13.11b	30a
July	13.02b			13.27b	48a

Sales: 4 lots.

### WEDNESDAY, FEB. 8, 1956

	11.75b	11.91	11.78	11.79
Apr.	11.75b	11.91	11.78	11.79
July	12.20b	12.30	12.26	12.19b
Oct.	12.67b	12.77	12.70	12.66b
Jan.	12.85b	12.99	12.99	12.85b
Apr.	13.00b			13.00b
July	13.15b			13.15b

Sales: 22 lots.

### THURSDAY, FEB. 9, 1956

	11.80b	11.85	11.80	11.75b	85a
Apr.	11.80b	11.85	11.80	11.75b	85a
July	12.20b			12.10b	27a
Oct.	12.65b			12.55b	75a
Jan.	12.85b			12.81b	13.00a
Apr.	13.00b			13.00b	15a
July	13.15b			12.96b	13.25a

Sales: 6 lots.

# LIVESTOCK MARKETS...Weekly Review

## Loss Reduction Will Be Theme Of LC, Packer Confab

Turning losses into profits in the livestock and meat industry will be the theme of the annual meeting February 16 and 17 of Livestock Conservation, Inc.

Several hundred representatives of livestock producers, shippers and handlers; meat packers and processors; tanners, and veterinarians are expected for the session in Chicago.

The livestock and meat industry estimates annual losses from disease, parasites, bruises and other damage to meat animals amount to more than two billion dollars.

LCI officials contend most of the loss could be eliminated if proper precautions were taken with the animals.

## At Long Last U. S. Repays Spain For Our First Cattle

After 435 years, America is paying a certain debt to Spain.

In 1521, according to historians, some Spanish cattle were shipped to Mexico, marking the first shipment of cattle to North America. From these cattle came the old Texas Longhorn.

Last week, 18 head of Santa Gertrudis left Wingsville, Tex., for Spain. The cattle, nine purebred bulls from the King Ranch and nine heifers from the Armstrong Ranch were put aboard a plane in New York and flown to Madrid.

## Arizona Livestock Bill

A bill introduced in the Arizona Legislature would increase from three to five the number of members of the Arizona Livestock Sanitary Board. The measure was listed as House Bill 7, by Pugh of Maricopa and five others.

## Dec. Livestock Costs To Packers Mostly Below 1954

Packers operating under federal inspection in December bought cattle and hogs at prices lower than those a year earlier.

Average cost of cattle in December at \$15.01 was 12 per cent less than in 1954. Calves at \$15.50 cost 5 per cent more than in 1954. Hogs at \$10.60 had 62 per cent of the 1954 value and sheep and lambs averaging \$16.92 cost 7 per cent less than the year before.

The 1,617,280 cattle, 632,647 calves, 7,324,456 hogs and 1,154,810 sheep and lambs slaughtered in December had dressed yields of:

	Dec., 1955	Dec., 1954
	1,000 lbs.	1,000 lbs.
Beef	888,832	838,570
Veal	72,667	73,669
Pork (carcass wt.)	1,324,890	1,153,238
Lamb and mutton	53,849	54,704
Total	2,310,258	2,120,182
Pork, excl. lard	967,766	843,809
Lard production	261,249	225,859
Rendered pork fat	11,250	10,752

Average live weights of livestock butchered in December were:

	Dec., 1955	Dec., 1954
	lbs.	lbs.
All cattle	1,005.9	980.7
Steers <sup>1</sup>	1,047.8	1,013.6
Heifers <sup>1</sup>	895.6	861.5
Cows <sup>1</sup>	995.7	987.5
Calves	210.8	211.7
Hogs	237.2	244.5
Sheep and lambs	97.7	98.2

Dressed yields per 100 lbs. live weight for two months were:

	Dec., 1955	Dec., 1954
	Per Cent	Per Cent
Cattle	54.9	54.3
Calves	55.0	55.0
Hogs <sup>2</sup>	76.4	77.2
Sheep and lambs	47.9	47.9
Lard per 100 lbs., hogs	15.1	15.1
Lard per animal (lbs.)	35.7	47.0

Average dressed weights of livestock compared as follows:

	Dec., 1955	Dec., 1954
	lbs.	lbs.
Cattle	552.2	532.5
Calves	115.9	116.4
Hogs	181.2	188.8
Sheep and lambs	46.8	47.0

<sup>1</sup>Included in cattle.

<sup>2</sup>Subtract 7.0 to get packer style averages.



When you hire someone to spend your money...the **BEST** is none too good!

Call on "K-M" today!

BLOOMINGTON, ILL.

CHATTANOOGA, TENN.

CINCINNATI, OHIO

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JACKSON, MISS.

JONESBORO, ARK.

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LOUISVILLE, KY.

MONTGOMERY, ALA.

NASHVILLE, TENN.

OMAHA, NEBR.

PAYNE, OHIO

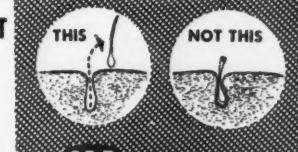
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**KENNEDY-MURRAY**  
LIVESTOCK BUYING

**HOG HAIRS COME OUT BY THE ROOTS WHEN YOU USE OLD BALDY**



THE WORLD'S BEST KNOWN

VISIT BOOTH 10  
at the WSPMA Convention

HOG SCALD !!!

Developed, Sold and Guaranteed by

**KOCH SUPPLIES**

Kansas City 8, Mo.

## SALABLE LIVESTOCK AT 12 MARKETS

	—Years—	
	1955	1954
<b>CATTLE</b>		
Chicago	2,259,918	2,246,200
Cincinnati	229,106	232,516
Denver	859,862	865,662
Fort Worth	624,724	687,053
Indianapolis	441,564	489,841
Kansas City	1,169,725	1,206,611
Oklahoma City	701,298	775,777
Omaha	2,225,071	2,187,782
St. Joseph	782,230	746,709
St. Louis NSY	900,773	971,150
Sioux City	1,319,327	1,344,591
S. St. Paul	1,181,983	1,169,766
Grand totals	12,695,581	12,923,664

	CALVES	
	1955	1954
Chicago	87,727	111,684
Cincinnati	60,009	62,750
Denver	78,950	97,484
Fort Worth	166,374	184,036
Indianapolis	68,186	82,675
Kansas City	115,626	161,663
Oklahoma City	91,684	129,589
Omaha	69,936	139,470
St. Joseph	61,599	76,423
St. Louis NSY	216,078	270,722
Sioux City	95,444	108,053
S. St. Paul	513,501	502,804
Grand totals	1,655,114	1,944,438

	HOGS	
	1955	1954
Chicago	2,740,957	2,197,282
Cincinnati	789,152	696,862
Denver	159,224	174,036
Fort Worth	118,217	92,117
Indianapolis	2,443,029	2,154,277
Kansas City	155,410	144,955
Oklahoma City	153,353	125,210
Omaha	2,348,675	1,845,549
St. Joseph	1,366,782	1,108,039
St. Louis NSY	2,531,899	2,208,200
Sioux City	1,888,586	1,650,480
S. St. Paul	3,008,125	2,399,727
Grand totals	18,028,530	15,095,264

	SHEEP	
	1955	1954
Chicago	524,079	454,637
Cincinnati	47,932	75,905
Denver	1,018,294	953,290
Fort Worth	863,026	871,587
Indianapolis	165,347	204,747
Kansas City	382,774	342,519
Oklahoma City	122,599	121,460
Omaha	758,521	735,537
St. Joseph	275,190	271,553
St. Louis NSY	306,268	312,892
Sioux City	421,338	424,616
S. St. Paul	609,663	593,650
Grand totals	5,515,031	5,358,493

## ST. LOUIS HOGS IN JANUARY

Hog receipts, weights and range of prices at the St. Louis NSY were reported by H. L. Sparks & Co., as follows:

	January
Hogs received	1956 216,021
Highest top prices	\$15.25 \$18.75
Lowest top price	12.25 18.00
Average price	12.00 17.45
Average weight, lbs.	226 227

# WHAT HAPPENS IF YOU DON'T CONTROL GREASE?

Failure to intercept greasy wastes before they reach drains and pipe lines results in all kinds of trouble:

1. Lines become clogged . . .
2. Local authorities issue citation for violation of code . . .
3. Expensive repair results . . .
4. Production is delayed . . .
5. Odors become noticeable . . .

why take chances..?



The JOSAM "JH" Grease Interceptor intercepts over 95% of the grease in waste water and draws off intercepted grease to a convenient storage container AT THE TURN OF A VALVE. You never need to remove cover. Grease flows out of draw-off nozzle — no clogged waste lines, no odor, no mess, no inconvenience! Find out how thousands of food processing and packing plants throughout the country are eliminating trouble while turning waste grease into profits — send coupon below today!

**JOSAM MANUFACTURING COMPANY**

Dept. NP, Michigan City, Indiana

Please send free copy of Manual on Interception of Wastes.

Name .....  
Firm .....  
Address .....  
City ..... Zone ..... State .....

## PACKERS' PURCHASES

Purchases of livestock by packers at principal centers for the week ended Saturday, February 4, 1956, as reported to The National Provisioner:

### CHICAGO

Armour, 13,813 hogs; Shippers, 15,280 hogs; and Others, 26,590 hogs.

Totals: 24,248 cattle, 1,063 calves, 55,623 hogs, and 5,955 sheep.

### KANSAS CITY

Cattle Calves Hogs Sheep

Armour .. 3,672 882 2,908 1,009  
Swift .. 3,411 674 3,584 2,178  
Wilson .. 1,508 .. 4,079 ..  
Butchers .. 6,599 .. 4 .. 1  
Others .. 2,904 .. 704 351

Totals: 18,424 1,510 11,927 3,539

### OMAHA

Cattle and Calves Hogs Sheep

Armour .. 6,894 11,651 3,014  
Cudahy .. 3,775 9,956 3,227

Swift .. 5,698 10,601 2,305

Wilson .. 2,918 8,920 1,869

Am. Stores .. 612 .. ..

Cornhusker .. 1,382 .. ..

O'Neill .. 593 .. ..

Neb. Beef .. 967 .. ..

Eagle .. 77 .. ..

Gr. Omaha .. 893 .. ..

Others .. 5,393 11,708 ..

Totals .. 30,510 52,836 10,415

### E. ST. LOUIS

Cattle Calves Hogs Sheep

Armour .. 2,373 629 10,013 1,758  
Swift .. 3,441 874 12,692 1,575  
Hunter .. 949 .. 8,000 ..

Heil .. .. 2,622 ..

Krey .. .. 5,750 ..

Laclede .. .. .. ..

Luer .. .. .. ..

Totals: 6,763 1,503 39,077 3,333

### SIOUX CITY

Cattle Calves Hogs Sheep

Armour .. 4,193 12,175 4,348  
S.C. Dr. ..  
Beef .. 3,376 .. ..

Swift .. 2,901 .. 8,643 2,031

Butchers .. 498 .. 5 ..

Others .. 8,941 33 23,892 23

Totals: 19,909 39 44,710 6,402

### WICHITA

Cattle Calves Hogs Sheep

Cudahy .. 1,426 331 2,084 ..  
Kansas .. 783 .. .. ..

Dunn .. 60 .. .. ..

Dold .. 47 .. 659 ..

Sunflower .. 55 .. .. ..

Pioneer .. 693 .. .. ..

Excel .. 16 .. .. ..

Armour .. 16 .. .. ..

Swift .. 432 .. .. ..

Others .. 701 .. 204 101

Totals: 3,781 331 2,947 988

### OKLAHOMA

Cattle Calves Hogs Sheep

Armour .. 1,641 64 805 604  
Wilson .. 1,818 68 1,661 1,653  
Others .. 2,693 112 890 ..

Totals: 6,162 244 3,256 2,257

\*Do not include 1,516 cattle, 77 calves, 13,968 hogs and 2,038 sheep direct to packers.

### LOS ANGELES

Cattle Calves Hogs Sheep

Armour .. 208 .. 116 ..  
Swift .. 224 74 24 ..

Wilson .. 30 .. .. ..

Com'l .. 1,100 .. .. ..

Atlas .. 999 .. .. ..

Gr. West .. 752 .. .. ..

United .. 517 0 460 ..

Acme .. 424 .. .. ..

Harman .. 395 .. .. ..

Others .. 3,150 308 333 ..

Totals: 7,811 391 942 ..

MILWAUKEE			
	Cattle	Calves	Hogs
Packers	1,387	5,857	6,227
Butchers	2,905	1,772	128
Totals	4,292	7,629	6,355
			1,276

CINCINNATI			
	Cattle	Calves	Hogs
Gall	186	27	296
Schlachter	3,492	1,653	15,885
Others	3,678	1,080	15,885
Totals	16,137	12,083	72,146
			12,339

ST. PAUL			
	Cattle	Calves	Hogs
Armour	5,142	4,458	22,570
Bartusch	1,017	..	..
Rifkin	867	27	..
Superior	1,771	..	..
Swift	5,705	3,984	87,382
Others	1,655	3,614	12,194
Totals	16,137	12,083	72,146
			12,339

FORT WORTH			
	Cattle	Calves	Hogs
Armour	1,045	1,201	4,219
Swift	1,015	1,007	921
Bl. Bon.	269	26	263
City	416	2	102
Rosenthal	169	16	..
Totals	2,914	1,463	4,247
			11,252

TOTAL PACKER PURCHASES			
	Week end.	Prev.	Year
Feb. 4	week	Ago	
Cattle	144,634	180,341	148,857
Hogs	308,291	324,781	284,665
Sheep	59,801	99,801	87,340
Totals	12,668	107	13,005
			23,138

DENVER			
(Week ended Jan. 28, 1956)			
	Cattle	Calves	Hogs
Armour	2,050	26	7,551
Swift	2,049	45	4,557
Cudahy	1,087	9	6,706
Wilson	677	..	4,483
Others	6,799	27	2,832
Totals	12,668	107	13,005
			23,138

ST. JOSEPH			
(Week ended Jan. 28, 1956)			
	Cattle	Calves	Hogs
Swift	4,744	500	10,340
Armour	4,415	295	9,915
Others	5,087	..	4,536
Totals	14,246	795	24,791
			6,944

\*Do not include 217 cattle, 80 calves, and 13,310 hogs direct to packers.

## CORN BELT DIRECT TRADING

Des Moines, Feb. 8—Prices at the ten concentration yards and 11 packing plants in Iowa and Minnesota were quoted by the USDA as follows:

Hogs, U.S. No. 1-3:

120-180 lbs. .... \$ 9.50 to 11.75  
180-240 lbs. .... 11.50 to 12.75  
240-300 lbs. .... 10.35 to 12.55  
300-400 lbs. .... 10.00 to 11.55

Sows:

270-360 lbs. .... 10.25 to 11.10  
400-550 lbs. .... 8.25 to 10.10

Corn Belt hog receipts were reported as follows by the U. S. Department of Agriculture:

	This week	Last week	Last year
Feb. 2	64,000	74,000	64,000
Feb. 3	47,000	85,000	45,000
Feb. 4	35,000	89,000	32,000
Feb. 6	88,000	63,000	87,000
Feb. 7	64,000	89,500	62,000
Feb. 8	72,000	73,000	45,500

## DISTRIBUTOR WANTED

Large Southern processor of Genuine Quality Country Cured Hams has open territories for their famous product

**Write, HAM, 623 Spring St., NW,  
Atlanta, Georgia**

gs Sheep  
27 1,044  
28 232  
55 1,276

gs Sheep  
296  
290  
586

gs Sheep  
5,777  
...  
82 8,103  
94 8,369  
46 12,339

gs Sheep  
01 4,219  
21 6,998  
63 ...  
02 ...  
35 ...  
87 11,252

**HASERS**

Year  
Ago  
148,857  
284,665  
87,442

1956)  
gs Sheep  
7,551  
57 10,547  
76 249  
... 4,483  
32 308  
95 23,138

1956)  
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15 2,496  
36 ...  
91 6,944

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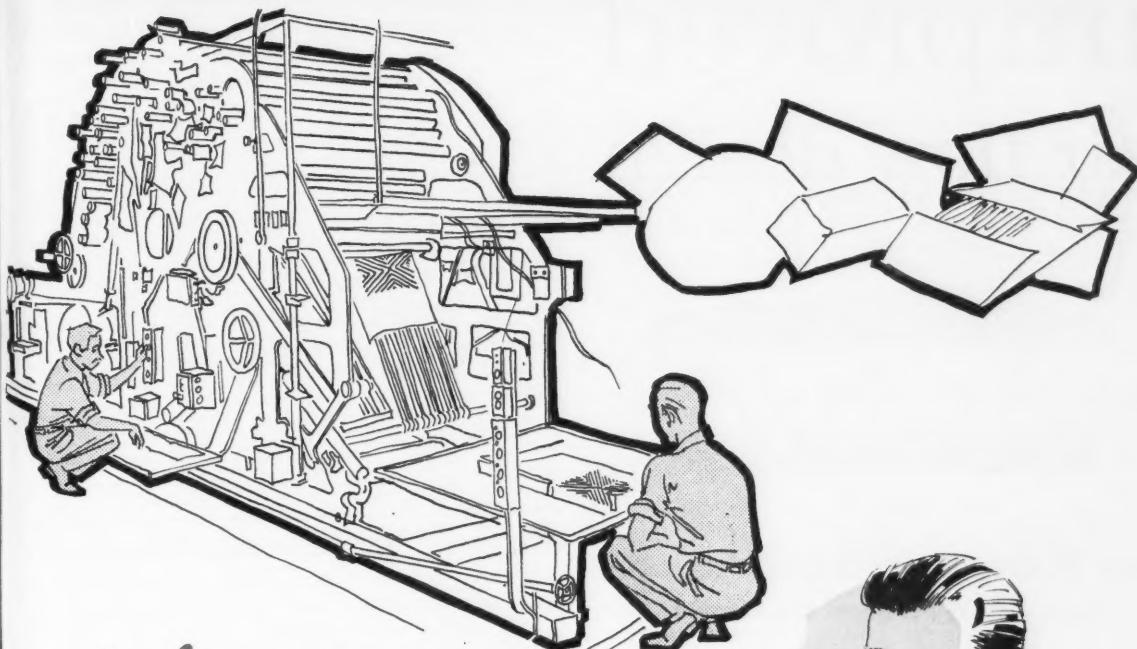
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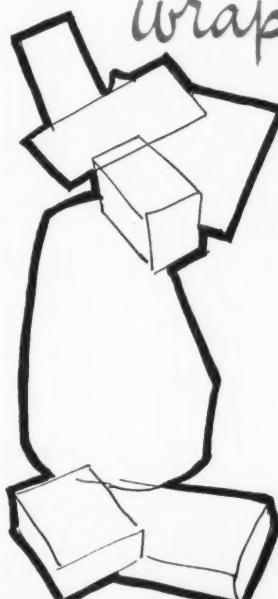
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45,500

uine  
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product

**SIONER**



*Why shouldn't our  
wraps be tops*



We have the necessary ingredients. Our printing

equipment is almost human in its performance. The men  
who operate the equipment are proud craftsmen, who are  
satisfied only when the job is right.

This rare combination is bound to produce faster  
customer acceptance of your product.



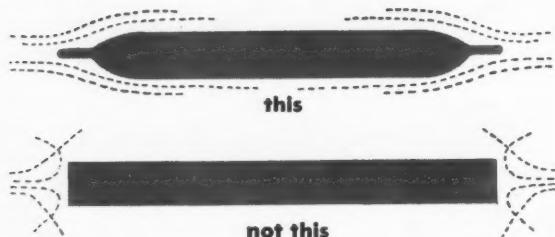
creators · designers  
multicolor printers  
of flexible packaging

*there is a Daniels product to fit your needs*

**SALES OFFICES:** Rhinelander, Wisconsin . . Chicago, Illinois . . Philadelphia, Pennsylvania . . Akron, Ohio . . Denver, Colorado . . Dallas, Texas . . Los Angeles, California

**FEBRUARY 11, 1956**

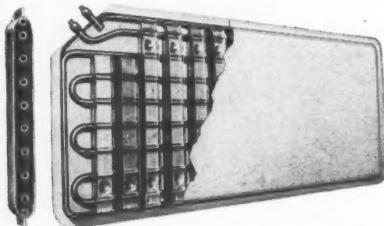
# improved air flow design



gives **KOLD-HOLD®** truck plates  
more capacity per pound of equipment

There is a difference — a big difference — in the refrigerating capacity of truck plates. If you want refrigeration you can depend on day in and day out, then you need the extra capacity of *Streamlined* Kold-Hold "Hold-Over" Plates. These plates are dividend designed to produce more refrigeration and produce it faster than any other plate on the market.

Kold-Hold Plate design takes advantage of modern principles of aerodynamics to speed pull down after door openings. Its *streamlined*, rounded contour induces a rapid sweep of air over the surface of the plate to considerably improve heat transfer.



Heat transfer is also improved by the bonus capacity of Kold-Hold Plates. Each plate is *completely* filled with eutectic solution so there are no ineffective pockets without refrigerant. Thus Kold-Hold Plates have greater efficiency and pull down than any other plate . . . because no other plate design provides for *complete* filling.

To make your refrigeration dollars go farther the next time you refrigerate a truck, be sure to specify *Streamlined* "Hold-Over" Plates by Kold-Hold. Write today for Catalog 54.



Tranter Manufacturing, Inc.,  
460 S. Hazel St., Lansing 4, Michigan

## WEEKLY INSPECTED SLAUGHTER

Slaughter of livestock at major centers during the week ended February 4, 1956 (totals compared) was reported by the U. S. Department of Agriculture as follows:

	Cattle	Calves	Hogs	Sheep & Lambs
Boston, New York City Area <sup>1</sup>	13,362	10,347	55,685	46,708
Baltimore, Philadelphia	8,246	1,028	29,648	2,435
Cin., Cleve., Detroit, Indpls.	17,481	6,132	99,022	13,734
Chicago Area	26,220	6,919	50,564	6,945
St. Paul-Wis. Areas <sup>2</sup>	27,845	31,696	129,294	17,645
St. Louis Area <sup>3</sup>	13,961	3,719	81,616	8,924
Sioux City	11,084	53	25,799	6,124
Omaha	32,588	882	84,552	17,249
Kansas City	15,511	2,730	35,883	12,882
Iowa So. Minnesota <sup>4</sup>	27,885	13,175	332,206	33,806
Low'l. Evan'l. Nash'l. Mph's.	8,158	6,704	52,102	...
Georgia-Alabama Areas <sup>5</sup>	9,241	2,025	30,151	...
St. Jo'ph., Wichita, Okla. City	19,294	3,537	59,118	14,640
Pt. Worth, Dallas, San Antonio	13,166	4,313	28,847	15,084
Denver, Ogden, Salt Lake City	16,869	611	18,157	25,498
Los Angeles, San Fran. Areas <sup>6</sup>	28,927	3,100	36,420	34,536
Portland, Seattle, Spokane	7,175	374	15,837	8,646
GRAND TOTALS	294,013	97,945	1,165,181	264,856
Totals previous week	314,988	96,626	1,105,042	279,155
Totals same week 1955	273,402	103,022	994,752	228,859

<sup>1</sup>Includes Brooklyn, Newark and Jersey City. <sup>2</sup>Includes St. Paul, So. St. Paul, New Ulm, Minneapolis and Madison. <sup>3</sup>Includes Milwaukee, Green Bay, Wis. <sup>4</sup>Includes St. Louis, National Provisions, E. St. Louis, Ill., and St. Louis, Mo. <sup>5</sup>Includes Cedar Rapids, Des Moines, Fort Dodge, Mason City, Marshalltown, Ottumwa, Storm Lake, Waterloo, Iowa and Albert Lea, Austin, Minn. <sup>6</sup>Includes Birmingham, Dothan, Montgomery, Ala., and Albany, Atlanta, Columbus, Moultrie, Thomasville, Tifton, Ga. <sup>7</sup>Includes Los Angeles, Vernon, San Francisco, San Jose, Vallejo, Calif.

## LIVESTOCK PRICES AT 11 CANADIAN MARKETS

Average price per cwt., paid for specific grades of steers, calves, hogs and lambs at 11 leading markets in Canada during the week ended January 28 compared with the same time 1955, was reported to the National Provisioner by the Canadian Department of Agriculture as follows:

STOCK-YARDS	GOOD STEERS		VEAL CALVES		HOGS*		LAMBS	
	Up to 1000 lbs.	1000 lbs.	Good and Choice	1956	1955	Dressed	1956	1955
Toronto	\$18.50	\$19.74	\$27.12	\$25.61	\$28.87	\$26.71	\$21.84	\$23.00
Montreal	17.75	20.50	26.35	25.00	23.00	27.75	17.00	20.00
Winnipeg	17.42	19.25	26.00	24.00	19.58	23.75	18.50	17.50
Calgary	16.95	18.73	17.78	20.71	19.13	22.80	17.48	18.26
Edmonton	16.15	18.75	20.25	21.50	19.50	23.35	18.00	19.35
Lethbridge	17.00	18.75	...	...	18.75	23.00	17.40	17.75
Pr. Albert	16.25	18.15	23.00	21.00	18.00	22.50	14.75	...
Moose Jaw	16.25	17.75	19.00	16.50	18.00	22.25	15.00	...
Saskatoon	16.50	18.00	22.00	23.50	18.00	22.40	16.80	17.80
Regina	16.10	17.70	22.70	22.25	18.00	22.00	17.00	...
Vancouver	16.00	...	20.05	20.25	...	25.15	18.75	...

\*Canadian Government quality premium not included.

## SOUTHERN RECEIPTS

Receipts of livestock at six southern packing plant stockyards located in Albany, Moultrie, Thomasville, and Tifton, Georgia, Dothan, Alabama and Jacksonville, Florida during the week ended Feb. 3:

	Cattle	Calves	Hogs
Week ended Feb. 3	2,674	912	17,077
Week previous five days	2,392	938	19,174

Corresponding week last year
 2,879 | 1,484 | 12,034 |

## LIVESTOCK PRICES AT SIOUX CITY

Prices paid for livestock at Sioux City on Wednesday, Feb. 8 were reported as follows:

CATTLE:	Steers, choice	\$17.00@18.50
Steers, pr., all wts. \$18.00@22.00	Steers, com'l & gd.	13.50@16.00
Steers, ch., all wts. 15.50@21.00	Heifers, gd. & ch.	15.00@21.25
Steers, good	Cows, util. & com'l.	10.50@13.00
Steers, com'l	Cows, can. & cut.	8.50@10.50
Heifers, prime	Bulls, util. & com'l.	13.50@15.00
Heifers, choice	None qtd.	
Cows, util. & com'l. 15.50@22.00	Heifers, choice	None qtd.
Cows, can. & cut.	Good & choice	\$20.00@23.00
Bulls, util. & com'l.	Calves, gd. & ch.	14.00@17.00
Bulls, good		

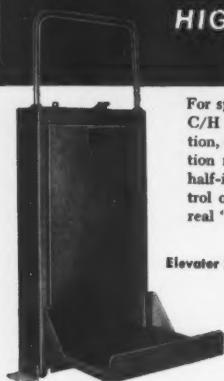
HOGS:	U.S. 1-3, 180/200	...	\$12.75@13.50
U.S. 1-3, 200/220	200/220	...	12.75@13.50
U.S. 1-3, 220/240	220/240	...	12.50@13.50
U.S. 1-3, 220/240	12.50@13.25	...	12.00@13.25
Sows, 270/360 lbs.	270/360	...	11.00@11.25

LAMBS:	Gd. & pr., wooled	...	\$17.50@19.50
Ch. & pr., shorn	...	18.75 only	

THE NATIONAL PROVISIONER



**TWO PNEUDRAULIC UNITS FROM  
CARPENTER - HETZLER  
FOR  
HIGHER PRODUCTION  
LOWER COST**



For splitting, washing or shrouding cattle. This C/H Pneudraulic lift platform speeds operation, cuts down labor fatigue. Simple installation requires only anchoring and connecting half-inch air line. Operator in complete control of lift and descent speeds at all times. A real "assist" for the packer.



Performance-tested for speedy, safe operation. The C/H Pneudraulic Head-Splitter saves valuable floor space; increases production. One air-line connection puts it to work for you. Low installation; low maintenance costs make it a real profit-maker that belongs on your kill floor. (Pat. Pend.)

For additional information write:



**CARPENTER - HETZLER CO.**

5327 SHEILA STREET • LOS ANGELES 22, CALIF.

**CLASSIFIED ADVERTISING**

Undisplayed: set sold. Minimum 20 words, \$4.50; additional words, 20c each. "Position Wanted," special rate: minimum 20 words, \$3.00; additional words, 20c each. Count

address or box numbers as 8 words. Head-lines, 75c extra. Listing advertisements, 75c per line. Displayed, \$9.00 per inch. Contract rates on request.

**POSITION WANTED**

**JUNIOR MEAT PACKING EXECUTIVE**

Aggressive young man with excellent reputation in the industry, now employed, is looking for advancement and future with live wire organization. Experienced in sales direction, sales, advertising, sales promotion, costs, personnel, provision and supply purchasing. Broad knowledge of sausage and smoked meat business. Exceptional experience in modern packaging systems, understand plant management and complete production.

**W-48, THE NATIONAL PROVISIONER**  
18 E. 41st St. New York 17, N. Y.

**WORKING SAUSAGE FOREMAN:** 18 years' experience and complete knowledge in all sausage production. Desire position in central or southern states. W-51, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

**CASING EXPERT:** Thoroughly experienced. Free to sell sausage manufacturers anywhere. Available. W-42, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

**HELP WANTED**

**SALESMAN:** Canned and smoked meats. To sell Agar canned and smoked meats and Vigo Danish canned meats in well established territories. Metropolitan New York and North Jersey. Salary commensurate with experience. Insurance and retirement benefits. CAN-MEAT CORPORATION, 100 Pine St., Verona, New Jersey. Phone Montclair 3-4700.

**SALES MANAGER:** Smoked and fresh meats. Excellent opportunity for young aggressive man to advance into top management with fast growing national distribution company. Insurance and retirement benefits. Write stating age, experience, expected starting salary. W-44, THE NATIONAL PROVISIONER, 18 East 41st St., New York 17, N. Y.

**HELP WANTED**

**WANTED:** Plant manager or superintendent for small government inspected meat packing plant located in city in upstate New York, slaughtering cattle and calves. Must have knowledge of all phases and operation of plant including sausage and rendering. Excellent opportunity for qualified man. State background and salary desired in first letter. W-43, THE NATIONAL PROVISIONER, 18 East 41st St., New York 17, N. Y.

**BEEF MANAGER**  
Wanted to take charge of beef department. Must know grading, cuts, boning and costs. Wholesale and route selling background necessary. Give experience, education, age and salary expected in first letter. SHEN VALLEY MEAT PACKERS INC., Timberville, Virginia.

**COOLER SALESMAN:** Wanted for Los Angeles meat packer. Prefer man who knows beef well, both cuts and quality and also has a good knowledge of breaking beef. Permanent position has large possibilities for future. Write or phone Ludlow 7-6271, GOLDRING PACKING CO., Inc., Los Angeles, Calif.

**SALES MANAGER:** Experienced young man wanted who is willing to travel supervising 20 salesmen in Florida. Give experience, references and salary expected. W-53, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

**SAUSAGE MAKER:** Small plant, Southern Illinois. Experienced in producing quality sausage. State age, qualifications, salary wanted and give references. W-50, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

**BEEF KILLING WORKING FOREMAN**  
wanted for small Iowa plant. State age, experience, give references and salary wanted. W-36, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

**WORKING FOREMAN:** In three cooker, two expeller, all conveyor plant in New York area. In reply, give age, experience and salary desires. W-38, THE NATIONAL PROVISIONER, 18 E. 41st St., New York 17, N. Y.

Unless Specifically Instructed Otherwise, All Classified Advertisements Will Be Inserted Over a Blind Box Number.

**CLASSIFIED ADVERTISING PAYABLE IN ADVANCE.  
PLEASE REMIT WITH ORDER.**

**HELP WANTED**

**PLANT MANAGER**

For small California killing and processing plant employing 35 people. Prefer man in late 30's or early 40's with big packer background. Needs strong experience in pork and sausage. Substantial benefits. Write Box W-34, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill. or call EXbrook 2-5875, San Francisco, for interview during western meat packers' convention Feb. 14th to Feb. 17th. All replies held in strict confidence.

**SALESMAN**

WANTED: High calibre salesman to represent the finest house of its kind—in Ohio, Indiana, western Pennsylvania and western New York state. Top drawing account to man who has all qualifications and comes well recommended. We have an established trade. Our line consists of quality products of seasonings spices, emulsifiers, binders, cures, etc. Our sales forces know of this advertisement. This is a marvelous opportunity for large earnings to the right kind of a clean cut, aggressive salesman.

**W-52, THE NATIONAL PROVISIONER**  
15 W. Huron St. Chicago 10, Ill.

**PROCESSING PLANT SUPERINTENDENT**

Including sausages, smoked meats, Non-Sterile including. Local established but very aggressive company on the east coast. Excellent opportunity with a good future at a fine starting salary. Give age and background in detail, also marital status. Replies confidential.

**W-49, THE NATIONAL PROVISIONER**  
15 W. Huron St. Chicago 10, Ill.

**DRAFTSMEN WANTED:** Experienced in packing-house work. Good salary. Air conditioned office in Chicago. State training and experience. Henschien, Everds & Crombie, 59 E. Van Buren St., Chicago 5, Ill.

**SALES MANAGER:** Southern meat packer wants manager to operate small branch with three or four salesmen. Strictly selling, no processing. Good fishing, good climate, good opportunity for right man. All replies confidential. Reply to W-37, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

**THE NATIONAL PROVISIONER**

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